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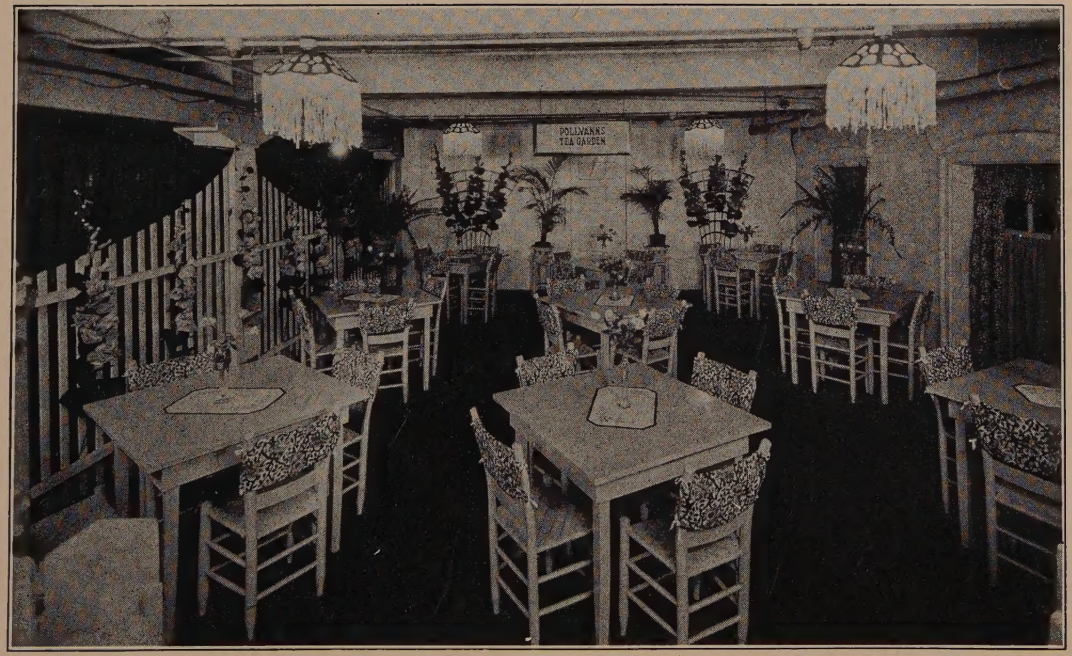

TEA ROOM IN A DEPARTMENT STORE
Designed and managed by one of Miss Bradley's pupils

COOKING FOR PROFIT

CATERING AND FOOD SERVICE MANAGEMENT

BY
ALICE BRADLEY

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A CORRESPONDENCE COURSE

ON PROFESSIONAL COOKING—THE PREPARATION AND MARKETING OF HOME-COOKED FOOD; ON CATERING FOR RECEPTIONS, PARTIES, DINNERS, BANQUETS, SCHOOLS, CAMPS; ON THE MANAGEMENT OF TEA ROOMS, CAFETERIAS, LUNCH ROOMS, GUEST HOUSES, FAMILY HOTELS AND INSTITUTIONS.

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COOKING FOR PROFIT

I

ALWAYS USE ACCURATE MEASUREMENTS

COOKING FOR PROFIT

PART I

COOKING AS A PROFESSION

COOKING is essentially woman's profession. From the dawn of history she has prepared the food for the family. Good cooking is a fine art. It is as well the most useful of the arts. Of the old time arts, it alone remains for the most part in the home. The final preparation of food to eat has not been nearly completely commercialized and made a factory industry. The demand for home-cooked food still remains well nigh universal.

If you are about to choose a useful profession, if you are suddenly thrown on your own resources and need to earn money, then, provided you have a love for cooking and some proficiency in it, a wide field of service is open to you. People must eat to live. Everyone likes good things to eat and many are able and willing to pay liberally for well cooked food. Good cooking is the first essential to success in all lines of food service. Many a woman today enjoys a good income because she was in the first place a good cook.

Profitable Openings for an Expert Cook

The following are some of the avenues open to the woman who can cook some particular things particularly well:

1. Regularly cook special dishes to fill private orders
   At your own home.
   In the home of your patrons.
2. Sell cooked food on a commission to
   Woman's exchange

Grocery store
Department store
Soda fountain
For a lunch room in a
School
Business block
Factory

Breads, doughnuts, cakes, salad dressings, sandwiches, jellies, jams and marmalades are the commonest things sold in these ways.

3. Prepare and pack lunches to be sold at
Railway stations
On automobile routes
At pleasure resorts
In office buildings
In schools
4. Cater for
Children's parties
Company lunches and dinners in private homes
Afternoon teas, card parties and receptions, preparing and serving all or part of the refreshments
Prepare regular dinners, to be sent in special containers, to private homes
5. Open a cooked food shop
Cake and pastry shop
Bite bar
Wayside stand
Sandwich shop
Candy kitchen
Community kitchen
Delicatessen shop
Luncheonette
Tea room
Motor inn

Lunch room for women
Lunch room for business men
Cafeteria

6. Become manager or manager of the kitchen in one of the above or in a
   Summer camp
   Institution
   Fraternity house
   Hotel
   School lunchroom
   Guest house
   Club house
   Country club
7. Own and conduct a
   Guest house
   Summer camp
   Small hotel

The place where you live will in some instances determine the line of work to be taken up. Many women cannot leave their homes but can, in their own kitchens, follow one of the above avenues and build up a successful business. If you must seek a new location you should choose it with due regard for the thing you plan to do and the kind of patronage desired. You can do different things if you are on an automobile road in the country than you can do in a crowded section of the city.

Do not undertake to earn money by cooking unless you have certain qualifications, many of which can be developed even though they are not very apparent in the beginning.

Qualifications Essential for Success

Training for the work either in the home or in an accredited school.

Experience, for with training only and no experience, you

cannot expect to make a great success until you have had experience.

Love for the work, belief in it, enthusiasm for it.

Confidence in yourself, your business, and your ability to succeed; self-reliance.

High standards, considering your work as a fine art to be developed and improved.

Honesty—Doing the things as you advertise to do them.

Ideals, and willingness to work steadily and diligently until the ideal is reached. Striving toward high ideals makes work more interesting as well as more remunerative.

Far-sightedness in starting and developing the business.

Progressiveness—Not willing to stay always in one place unless to improve or enlarge it, but ambitious to go ahead in your particular line or to undertake something larger.

Executive ability—The power to do things yourself and to get others to do things for you.

Intelligence in purchasing and adapting equipment and supplies.

Ability to use time, energy and materials to the best advantage, wasting nothing, making the best use of everything, practicing thrift.

Ability to handle money wisely, spending it for things that are necessary to the business with no wasting of funds; be prompt in paying your bills and meeting obligations; expect no favors; be careful to collect what is due you.

Ability to keep simple accounts and correctly add and subtract, multiply and divide.

Good judgment in deciding all of the many questions that come up; the determination to "never get left."

Adaptability to conditions, including the condition of having poor or insufficient help, of not having the supplies on hand that were expected, of not having the utensils that are required.

Tact in meeting people, shown in saying and doing the proper thing, especially avoiding what will offend or disturb.

Skill in dealing with men or emergencies; ability to talk or write to people, including business people, women of leisure, people who are not normal, people with plenty of money, people with little money.

Sympathy and *consideration* for employees, for trades people and for patrons. It is absolutely necessary to be able to put yourself in other people's places. Run your business on the Golden Rule—"Do unto others as you would have them do unto you," or "Love your neighbor as yourself." It need not be more; it should not be less.

Patience with people who work for you and do business with you.

Service your standard—service to the people with whom you are working and for whom you are working. You are a servant—one who serves—no matter what you are doing. Make every effort to please and satisfy your patrons; to do things as they wish them done.

Concentration on the thing in hand. Do not allow yourself to be turned aside to something else when you are sure of what you are doing.

Pleasing personality, necessary if you are to come in contact with your patrons.

Neatness and cleanliness—in appearance always suitably dressed and well-groomed.

Good health with a determination to maintain it. In order to do this you should have a hobby outside of your business. The person who has a hobby and rides it, seldom "goes to smash" physically. Do not overwork; it does not pay in the long run.

Belief in the axiom *"Trifles make perfection, and perfection is no trifle."* Perfection of flavor and texture; attractive serving; garnishing and decorating; absolute uniformity;

scrupulous cleanliness: These are among the trifles that make or mar one's reputation and product. The best food will always sell the best.

If you haven't all these characteristics, associate with you someone who has them. All of these qualifications are not necessary in every avenue that is open to the woman who can cook, but cultivation of those that are not natural tendencies will result in increased business.

It is true that these qualifications, with a determination to succeed, will bring success in almost any line of work, but they are specially needed in the management of a business of your own.

Perfecting a Specialty

If you have the ability to cook some special thing particularly well, look around and see if there is a possibility of marketing it.

You may be able to use foodstuff grown in your own garden or orchard or farm, or in your immediate vicinity.

You may have a formula that has been handed down in your family or worked out from much experimenting that you can develop as your specialty. Is it a thing that appeals to the needs or desires of the people in your neighborhood, or your town, or your city? Perhaps your jellies, marmalade and preserves are already famous. Instead of preserves it may be mincemeat, or a particular kind of cake (one woman I know of makes a splendid living with only a delicious chocolate cake as her specialty), or a cake with a very nice frosting or filling or attractive and unusual decorations; it may be candy, or bread, or sandwiches, or doughnuts that you make so well that a market for it can be built up. Many such specialties will be suggested, but make a beginning the easiest way.

Characteristics of Food to Be Sold

In order that you may sell any kind of food at a price sufficiently high to make a profit it must be:

Something that people want, made especially well.

Superior to that sold in the ordinary shop.

Made of choice materials.

Made exactly from a definite formula so that results will always be the same.

Kept up to a high standard.

Labeled truthfully as to quality, weight, kind of product.

Prepared systematically and efficiently.

Always ready at the time agreed upon.

A specialty—make only one or two things at first; "specialize" and again "specialize."

How to Market Your Specialty

First prepare a sample of the dish in which you plan to specialize. Place it in the kind of a container you plan to use—jelly glass, or fruit jar, or paper carton, or box—label it, wrap and tie it as it should be. Get it before the public by one or more of the following methods:

Show it and offer to prepare it for families in your immediate neighborhood, using your materials or theirs, or buying it in the market, or better still, from a farmer near by. You can charge for this so much a jar, or so much an hour or a day, plus the cost of all materials used—jars, rubbers, fuel, etc.

Talk your plans over with your friends and tell them what you propose to do, and let them ask their friends to give you orders.

Take your sample to a private boarding or day school and ask if there is a chance there for your specialty to be put on sale. Some people make sandwiches, cakes or candy

for sale at schools where the children cannot go home to lunch.

Take your samples to a shop or factory where it can be sold at noontime.

Take samples to the largest grocers or soda fountain shops in your town or in a neighboring city. Ask them to exhibit and take orders for you, or rent you space where you can offer it for sale.

If there is a woman's exchange show them what you can do and talk over with the manager the possibility of a market there for your wares, or ask them to suggest something that you could make.

Place a sign in front of your house if you are on an automobile road. State what you have to sell. Show samples on a neat, attractive stand under a large shade tree if convenient.

Advertise in automobile guide book.

Advertise in the local or city papers and thus reach many people.

Send personal letters or announcement cards to people whom you think would be most interested in the kind of thing you propose to make or service you propose to offer.

Send business-like typewritten letters to stores, restaurants, hotels, boarding houses and private families whom you haven't time or opportunity to call upon.

Coöperate with other people in your neighborhood who have products to sell similar to yours, and either hire a room and sell direct to automobile tourists or solicit patronage from some large firm in a neighboring city.

Establishing a Reputation

You may start on a small scale with little new equipment and small expense, but if your specialty is delicious and superior to or different from others, and of uniform quality,

there will be purchasers who will tell others who will buy, and they in turn will tell others, and before long your reputation will be established and a market will have developed for your output.

One person will write to another about it, and you will have orders from other places if your goods can be shipped. If you keep up your high standard you will be asked to make other similar things and then different things. Do not try to do too many different kinds of things. It is a mistake to let your business grow so large that you cannot continue to give your personal touch and oversight to everything that goes out from your home and later on, perhaps, from your factory. Attention to every detail, even though the work must be done by others, can give a home touch to even a large business.

Percentage of Profit

Before you have decided definitely on the thing in which you wish to specialize, you should know its cost and its usual selling price. The difference between the cost and the price which you get for it will be your profit, and should be sufficient to pay you well for the time and labor you expend in preparing and selling it. Usually the wholesale selling price must be more than double the cost of raw food materials used; in many cases three times the cost must be charged for cooked food in order to pay overhead expenses and give you a profit.

How to Figure Cost

Many women in figuring the cost of an article think only of the materials of which it is made. In addition to that they should consider the cost of conducting the business (the overhead and operating expense), as well as the containers, wrappings, labels, string, cost of delivery and every other expense connected with the sale of the article.

The overhead includes those expenses which are fixed, like

Rent of workroom

Interest and depreciation on the equipment

The operating expense includes cost of

Fuel

Light and power

Water used in your work, if taxed

Ice

Telephone

Advertising

Printing

Help—wages

It is necessary to estimate cost of each of the above items for one year and to divide by the number of months you plan to work. This will give you the *overhead and operating cost for one month.*

Divide by the number of working days in a month to learn the cost of doing business *each day.*

This should be done by every person who is in business for herself, whether making cake for the neighbors or running a tea room or hotel. If you are working for someone else, your employer will (or should) do it.

Figuring Rent: You may own a house of eight rooms valued at $3,000. The cost of this can be estimated as follows:

Interest on $3,000 at 6%	$180.00
Repairs, estimated	150.00
Taxes at $20.00 a thousand	60.00
Insurance @ $4.50 a thousand	13.50
Total cost per year	$403.50

If you use the kitchen only, one-eighth of this amount or $50.43 per year should be charged to overhead as rent. One-twelfth of that, or $4.20 would be the rent for one month.

If you use it six days a week, four and one-third weeks a month, or 26 days, one day's rent would be 16 cents.

Or, if you are paying $85.00 a month for a five-room apartment and using two rooms for your business, you should charge two-fifths of this, or $34.00 a month, and with 26 working days, $1.31 a day to overhead as rent.

If you are using the whole house or the whole apartment or rent a shop, of course the entire rent must be charged up to overhead. This sum, divided by the average number of days in operation per month, will give the daily rent.

Expense to Be Charged to Equipment

Equipment includes stove, tables, sink, utensils, etc., used chiefly in your business. List all that you will use, with its value—not what it is worth now, if it is old, but what it would cost to replace it. You may have to start with everything new. Your business should be profitable enough to allow you to pay interest on the money you spend, whether it was your money or was borrowed, and should pay for all the equipment in five years. A good business may pay for its equipment in one year. Your list of large equipment may be something like one of these:

Oil stove	$ 26.50	
or large gas or electric range		$200.00
Tables, white enamel	7.50 to	60.00
Sink, including plumbing	25.00 to	75.00
Utensils	40.00 to	160.00
Refrigerator	34.00 to	150.00
Kitchen cabinet	40.00 to	140.00
Stool	7.90 to	7.50
Total Cost of Equipment	$174.90	$792.50
Interest @ 6%	10.50	47.55
Depreciation @ 20%	34.98	158.50
Insurance, 45c on $100.00	.78	3.56
Total Interest and Depreciation for *One Year*	$ 46.26	$209.61
Total Interest and Depreciation for *One Month* (1-12 of above)	3.85	17.47

Two lists are given to show how the overhead charges may vary with the value of the house and the equipment. You will need to figure your own equipment and work out your own overhead charges.

Fuel

If your fuel bill varies from month to month it may be well to total the amount used for a year and divide it by twelve, or you can estimate your operating expenses, including fuel, from month to month, as they are likely to increase with the increase of your business. The amount of fuel used will depend, of course, upon the amount of cooking you do. The light bill will be less in the summer than in the winter if you work after dark. This may be charged up each month or estimated in the beginning at one-twelfth of the cost of the year.

The following costs are merely to give you an idea of what they may be:

One-half ton coal, one month	$ 8.00	.....
Electric light, and power for mixer, kitchen only—One year	12.00	$12.00
One month	1.00	1.00
Gas, one month	3.00 to	7.00

Water

If you own your house there may be an annual water tax. If you are in the country you may have to buy gasoline to run a motor or to heat the water. The charge may be:

For one year, kitchen faucet	$6.00
For one month	.50

Ice

Ice must be charged to operating if used to keep supplies in good condition. The prices will vary very much, depending on where you live and how much is required in your business. The ice bill may be:

For one year.....$60.00
For one month..... 5.00

Telephone

You can do little business without a telephone. Country charge may be:

For one month.....$1.75

This will undoubtedly be increased, because you will have to make out-of-town calls.

The city charge may be:

For one month.....$2.75

With out-of-town calls this may amount to much more. Telegrams, if required in running your business, may be included. As an average, let us say:

For one month, telephone.....$3.25

Advertising

It is difficult to do much business without some advertising. This expense will include any of the methods suggested, or some others that may occur to you. Signs, cards, stationery, postage, as well as cost of advertising in papers or automobile book, must be included here. The amount spent may vary from:

For one year .....$10.00 to $150.00
For one month ..... .83 to 12.25

Printing

This should not include the printing of advertising material which is charged to above account, but may include printing labels for boxes, or jars, or wrappers, unless this is included elsewhere with the cost of containers. It may include menu cards, price lists and stationery not charged to advertising.

Example:
Printing enough labels for six months.....$15.00
For one month..... 2.50

Cost of Help

This includes any assistance that you have in soliciting business, cooking, packing, delivering, cleaning up, laundry work, etc. If perchance a member of your family assists you, figure the wages earned at a definite amount, probably at what it would cost you to get the work done outside. Delivery of the finished products may be done at your home by yourself at no extra expense, or it may be taken to the purchaser by yourself, by a school boy, or in your own auto truck. The cost may be:

Boy to deliver, one week	$2.00
One month, or four and one-third weeks	8.66

Overhead and Operating Cost

One Month

If we take some of the lowest figures from these examples, the overhead and operating cost of doing business will be as follows:

Rent, one month	$ 4.20
Equipment	3.85
Gas	3.00
Electric light and power	1.00
Water	.50
Ice	5.00
Telephone	3.25
Advertising	.83
Printing	2.50
Help	8.66
Total overhead and operating cost for one month	$32.79
Total overhead and operating cost for one day (26 working days in one month)	$ 1.26

How to Figure Cost

Before you can know how much you must charge for your finished products, you must work out a similar overhead and operating cost, which is based on your own expenses. This cost for one day should be added to the cost of the food material that you can mix and cook and sell in a day. The

cost of containers, labels, paper and string must also be added. This cost does not include any profit for yourself, which must also be added.

The amount of profit you should receive should not be less than the wages or salary you would receive for doing the same amount or kind of work in another home, or factory, or other place of business. You should include the time you spend in marketing and cleaning up, as well as the time you are actually engaged in cooking or selling. Forty to fifty cents or more an hour is the wage paid in cities to house-workers sent out from a first-class office.

If there seems not to be enough profit in the thing you have planned to cook, after paying all these expenses, think of some other product you might make. Do not cook all day without the probability of a reasonable profit.

Every bit of the food material and other supplies should be utilized. The cost is based not alone on what goes into the product, but on what is wasted as well. Be careful that nothing is wasted—and this applies to your own time as well as to food materials.

Over and over again people say to me, "How much should I charge for a loaf of oatmeal bread?" or "A pound of fudge?" or "A meal in my tea room?" It is impossible to make a price on any cooked foodstuff unless its cost has been correctly determined. You may make "pin money" and gain experience without reckoning your overhead and operating expenses, but you cannot call it Cooking for Profit. It is like selling five gallons of gasoline without measuring it and charging for it by guess, without knowing what was paid for it. The gasoline station that did this would soon go out of business.

Necessary Equipment

Before going very far in the production in your own

kitchen of some special foodstuff, you want to look around your kitchen and think of it as a workshop where you can do a maximum amount of work with a minimum amount of time and strength. See if there are any ways in which the equipment in your workshop can be improved. Are the tables and sinks of the right height? Is the equipment that best adapted for the kind of work you propose to do? Are there enough shelves and cupboards and hooks and racks to hold your equipment? Think of the kind of a shop in which a man works; if he is at all efficient, he has his tools arranged so he can get at them most easily. Plan your workshop so that you will save the greatest number of steps.

There are some things that can be changed for a small amount of money that will mean the saving of much time and much more money to you than the cost. If you are going to do your best work, it is absolutely essential that you plan your workshop. Most efficient arrangements are described in *Household Engineering,** by Christine Frederick.

Note the lines of travel and be sure the ingredients that you are going to use are grouped together close to the utensils that you are going to use; that these are close to the stove and that there is a shelf or table near the stove to which they can be removed from the stove and finished, wrapped or boxed, etc. Make your shop a model for convenience in order that you may get the greatest possible amount of work done.

The equipment will depend on the product which you decide to make. You will need a range; use gas if it is available—because it is easily regulated and saves much time. If electric current is very cheap it may be more practical to adopt that. At any rate use gas or electricity if you can, depending on which is the cheapest or most available.

Most modern gas and electric ranges are made with so

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much enamel, removable parts and other advantages that they are easily cleaned, and the odor and smudge of blacking are no more. Even matches are unnecessary, as the burners are lighted by a pilot, except oven burners for which a friction gas lighter is safer. The most satisfactory ranges are built with a heat regulator, which makes it possible to set the dial to the temperature desired, for the special baking that you are going to do, and turn on your heat. The thermostat controls the flow of gas or electricity so that the heat is maintained at this temperature as long as the heat is on. Some of these ovens are insulated, thus preventing the waste of heat into the kitchen.

Until you have such an oven, an oven thermometer costing only $2.00 will be found to be of the greatest possible assistance in getting uniform results in baking. This may be placed in the part of the oven where the baking is to be done. Control the heat by means of the draughts or pilots so that the temperature is maintained as evenly as possible at the desired mark on the thermometer. If preferred you can purchase a chemical thermometer for about $5.00. Insert it in a large cork, which will hold the thermometer upright. Have a hole made in the center of the top of the oven of the correct size to fit the cork. The thermometer can easily be read on the outside and your temperature maintained evenly and exactly.

Coal or wood require more time and effort and results are not so regular. Vapor gasoline stoves are very successful if you cannot get gas. Gasoline is better than kerosene for professional cooking.

The water supply is important. There should be hot running water as well as cold to make your work easier, and the sink should be at the right height to save the strain on the back, i. e., bottom of sink, 30 to 33 inches from the floor.

The work table should be of some material that does not

need to be scrubbed. Marble, or porce-namel, or heavy glass are very good. Be sure it is high enough so you need not stoop at your work. It can easily be raised on blocks on casters.

Kitchen Utensils

The following is an excellent list of small equipment sufficient for home and family cooking. For your special line of work many things may be eliminated, making your list less expensive, and for some kinds of work more pieces of equipment will be required than are called for, as pie plates, cake pans, etc.

Cutlery and Small Tools

Bread knife
Cold meat knife
Small carving knife
3 vegetable knives
2 case knives
Spatula
Broad spatula
Grapefruit knife
Chopping knife
2 2-tined forks
1 3-tined fork.
1 long meat fork
Knife sharpener
Can opener
Jar opener
Corkscrew
Pastry jagger
6 tablespoons
5 teaspoons
3 wooden spoons (different sizes)
1 large mixing spoon
Wire whisk
3 Dover egg beaters
Baby Dover
Double Dover
Tea strainer
2 medium strainers
Nutmeg grater
Pastry brush, rubberset
1 large grater
1 colander
Wooden potato masher
1 small round cutter
1 medium cutter
1 doughnut cutter
Vegetable cutters
Funnel
Skimmer
Apple corer
Plain pastry tube
Rose pastry tube
Pastry bag
Brown paper
Paraffin paper
Block of paper
Bottle opener
Pencil
Ruler
Squares of cheesecloth
Cook book
Thermometer
Scissors
Large needles
Coarse thread
Thimble
Ball of twine
Wooden skewers
Wooden toothpicks
Set of steel skewers
Glass lemon squeezer
Glass orange squeezer
Food chopper
Scales

Miscellaneous Equipment

Clock
Covered garbage pail
Custard cups
Assorted molds
Glass jars for holding cereals and supplies
Bread jar
Card recipe catalogue
Ice pick (on refrigerator)
Enameled tray
Dishes to use in refrigerator
Ice cream freezer and scoop
Canning equipment
Bean pot
Dust pan and brush
Enamel pitcher
Hammer
Screw driver
Wet mop
Dry mop
Broom
Box opener
Pincers

Dish Washing Equipment

Dish pan
Wire drainer
Dish brush or mop
Pot brush
Soap dish
Sink shovel
Sink brush
Dish cloths
Towels
Soaps, cleansers, etc.
Magic mit

Cooking Utensils Used Almost Daily

Flour sifter
Flour dredger
3 tin measuring cups
1 glass measuring cup
Quart measure
Salt shaker
Pepper shaker
Cayenne shaker
Powdered sugar shaker
Revolving rolling pin
Magic cover
4 bread pans
2 aluminum pie plates
2 glass pie plates
3 layer cake pans
1 square cake pan
1 oblong pan
3 dripping pans that nest together
Roasting pan
2 cake coolers
Purée strainer
1 or more casserole dishes
2 sets muffin pans
6 empty baking powder boxes
2 tin sheets
2 2-quart saucepans
1 or more 1-qt. saucepans
Large kettle with steamer
Iron frying kettle
Frying basket
1 1-qt. double boiler
1 2-qt. double boiler
1 bread bowl or bread mixer
4 medium mixing bowls
6 small bowls
Bread and meat boards
Wooden chopping bowl

Group Near Stove

Teapot
Coffee pot
Tea in canister
Coffee in canister
Measuring cup
Quart measure
Iron frying pan
Asbestos mats
Saucepans
Saucepan covers
Tea kettle
Potato ricer
Wire whisk
Gas lighter

Toaster	Matches
Salt shaker	Matchbox
Pepper shaker	Strainer
Paprika shaker	Ladle
Oven cloths	Trivet
2 large	Waffle iron
2 small	Griddle

The cost of this equipment in round numbers is:

Cutlery and Small Tools	$ 32.00
Miscellaneous Equipment	32.00
Dish Washing Equipment	15.00
Cooking Utensils Used almost Daily	50.00
Group Near Stove	16.00
	$145.00

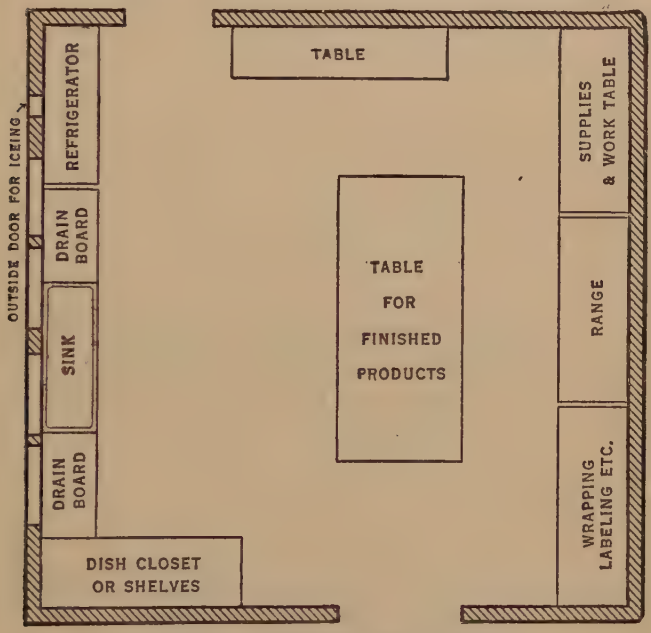
The utensils should be of the best possible materials so that they will last, aluminum or agate, depending on the amount of work you are going to do. For some things tin is better. Copper or heavy steel are necessary for some kinds of cooking, as will be explained. Have assorted sizes that you may be able to prepare large or small amounts of food. Standardize your equipment in kind and number as quickly as possible, and have as much as you need but no more, so that a minimum amount of time and energy will be used in caring for them. Proper care should be taken of utensils that they may last as long a time as possible; the wrong kind of care will make short the life of the best utensils.

An electric mixer may be purchased as soon as your business warrants it. An excellent machine, known as the Kitchen Aid, beats, mixes, kneads, freezes, chops, strains, and does many other services in a most efficient manner. This mixer, the Kitchen Aid, with all its appliances, costs about $200. A bread slicer, if you make sandwiches, may be purchased for $7. This, of course, is not as efficient as a bread-and-meat slicer, which may be in constant use every day and costs about $100. Do not invest in such expensive equipment until your business warrants it.

For some kinds of business a fireless cooker or a pressure

cooker will be almost indispensable—the former to save fuel when foods must be cooked slowly for a long time, the latter to hasten the cooking or canning of special things.

Inlaid linoleums make about the best floor covering if well

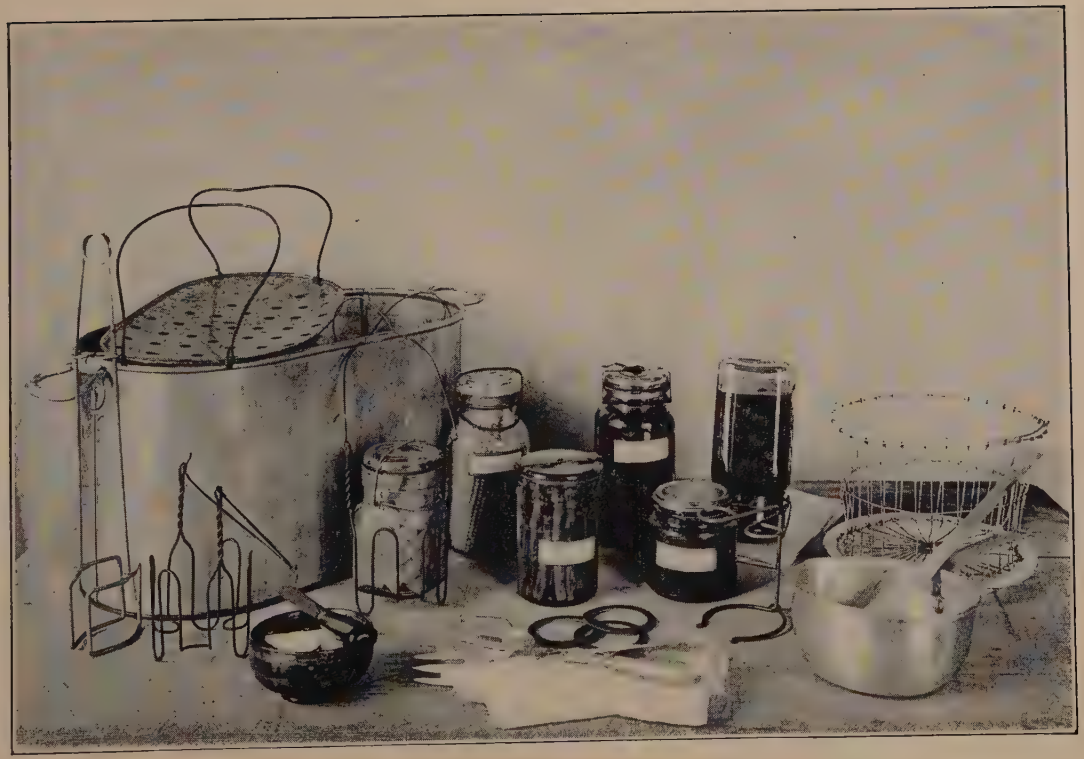


A WELL PLANNED WORKSHOP
(Adapted from Miss Bradley's Kitchen)

cemented to the floor. The walls should be easily cleanable and the color scheme attractive—light rather than dark. Plenty of light and cross ventilation are very necessary. A ventilating hood over the stove is particularly desirable.

Do not be afraid to start in your own home in a small way, nor be discouraged if you do not make a lot of money at first. If you make a good product and are determined to succeed, you *will* succeed. From very small beginnings fortunes have been made.

COOKING FOR PROFIT
II



EQUIPMENT FOR HOME CANNING, COLD PACK METHOD

COOKING FOR PROFIT

PART II

SPECIALTY COOKING

CANNED FOODS; STANDARDIZING RECIPES; METHOD OF CANNING; KINDS OF PRESERVES; CONSERVE, JELLIES: PICKLES AND RELISHES; SALAD DRESSINGS; BREAD, ROLLS; COFFEE CAKE AND BRIOCHE; BRAN MUFFINS; SANDWICHES; COLD MEATS; COST OF FOOD; HOW TO BUY; RECORD BOOKS.

The cooked product upon which you decide to specialize should find a market if it is:

1. Something that you can make unusually well.
2. Something unusual that nobody else makes.
3. Something that is not put out by the large manufacturers, as you probably cannot compete in price.
4. Something that people will be eager to buy.
5. Something that you raise in your garden or on your farm.
6. Something that can be kept without deterioration and can be easily used by the purchaser.

Following are lists of some foods in which others have specialized with retail prices charged at high class stores or food shops at the present time.

CANNED FOODS

In Glass

Fruits—$1.25 to $1.50 a quart jar, 40c, 65c, 70c a pint jar.
Vegetables—$1.00 to $1.50 a quart jar, 65c to 75c a pint jar.
Meats—$1.50 a large jar, 40c to 70c a small jar.
Chafing Dish Mixtures—25c to $1.50.
Grape Juice—75c a quart, 40c to 70c a pint, 15c a 4 ounce bottle.
Jellies—50c a 9 oz. jar, 35c 6 oz. jar, 30c 2 oz. jar.
Marmalades—50c a 9 oz. jar, 35c 6 oz. jar, 30c 2 oz. jar.

Preserves—85c to $1.20 a pint.
Jams—85c a small crock, 60c a half pint.
Conserves and Spiced Fruit—50c a half pint.
Pickles and Relishes—85c to $1.20 a quart, 50c to 85c a pint.
Salad Dressings—Mayonnaise 90c to $2.00 a quart, 50c to 60c a pint, 35c a half pint.
Tartare Sauce—65c a pint.
Russian Dressing—75c a pint.

Breads and Sandwiches

Bread—17c a 1 pound loaf.
Boston Brown Bread—8c a small loaf.
Assorted Rolls—24c to 40c a dozen.
Sandwiches—96c to $1.20 a dozen.

Miscellaneous

Boston Baked Beans—60c a quart, 35c a pint.

To Order

Beef Tea up to $2.50 a quart.
Broths for Invalids up to $2.50 a quart.
Cream Soups for Invalids up to $2.50 a quart.

The cost of selling is 25 percent to 40 percent of the retail price, therefore if you put your product in a shop you will get less than these prices. If possible sell direct to private trade and get all the profit yourself.

One woman who is putting up 28,000 jars of canned fruits, vegetables and jellies in a season charges $5.85 a dozen pints and delivers direct to housewives. She takes orders and gets her empty jars in the spring.

Standardizing Recipes

When you have decided on the things that you are going to make, next decide on the very best recipes to use. Call these your "standard recipes" and always use them for everything that you sell. Write each recipe on a card and purchase or improvise a box to hold the cards as they accumulate.

Amounts, cost, et cetera, may be on one side of the card; the method of preparation on the other side, with additional notes. The cost will vary from time to time and new cards can be made. Other cards in the file may have the cost of

the commonest ingredients figured out for a cupful, or a tablespoonful, or a teaspoonful of the material. Still other cards may have the addresses of firms from whom supplies are purchased, the names and addresses and notes regarding your customers, the amounts of food prepared at different times, et cetera.

A 4x6-inch card is the best size. Guide cards with tabs can be obtained printed "Soups," "Bread," "Cake," etc., for recipes; blank guide cards may be marked "Addresses," "Customers," "Cost of Food," etc., and these may be filed alphabetically behind a set of alphabet guide cards. A hinged file box, with a supply of blank cards and the two sets of guide cards may be purchased for about $2.50. The smaller cards, 3x5 inches, cost somewhat less, about $1.50 for the outfit.

CANNING

In canning fruits and vegetables strive for appearance, flavor, and just the right degree of tenderness. An attractive looking jar will sell for a better price than one which is filled carelessly.

Fruits and vegetables may be canned by the cold pack or open kettle method. By the former method fruits retain their natural flavor and appearance. The cold pack method is the best to use for vegetables, which must be canned within a few hours of the time they are picked. A short pre-cooking of fruit and vegetables, called "blanching," shrinks them and makes it possible to fill the jars hot. No food value is lost if the hot liquor that has cooked out, is used, instead of hot water, to fill the jars. If filled as hot as possible, the time required for the material to become sterilized is somewhat shortened. Be sure to use new rubbers of a make that will withstand the processing. For full directions send to the U. S. Department of Agriculture, Washington, D. C., for

Farmers' Bulletin No. 1211, Miscellaneous Circular No. 24, and Department Bulletin No. 1265, also for bulletins telling about "Canning Clubs" and to your State College for all bulletins which they have issued on canning and preserving.

Interstate Sales

Send to your State House and to the United States Bureau of Chemistry, Washington, D. C., for information regarding the requirements of canned goods that are to be sold that you may not unknowingly do anything that will prevent the sale of your goods from one state to another. Briefly, the label must tell the truth and give the net weight in the container.

Read everything you see that can help you in your work. There are several excellent books recently published, which are listed at the end of this lesson.

Kinds of Preserves

In *preserves* the shape of the fruit should be retained. It is not necessary to follow the old rule—a pound of sugar to a pound of fruit; many people prefer them made with ¾ pound sugar to each pound of fruit. In *jams* the fruit is mashed and the same proportion of sugar used as in preserves.

Marmalade is a semi-liquid preserve made with oranges or grapefruit and lemons and sugar in which all or part of the rind is used. A machine for slicing the rind saves much time if you make large amounts of marmalade.

Spiced fruits are preserves seasoned with spices and vinegar.

Conserves are preserves to which orange juice and rind, lemon juice, raisins and nuts are added, although nuts may be omitted.

Recipe for Conserve

An acid fruit is ordinarily used for a conserve and a formula something like this:

4 to 5 pounds fruit—rhubarb, plums, cranberries, peaches, etc.
1 to 2 pounds raisins, stoned and put through food chopper or seedless raisins left whole.
2 to 3 oranges thinly sliced as for marmalade.
1 lemon thinly sliced, if needed for flavor.
5 pounds sugar.
1 pound nut meats.
Water may be added if the fruit is not sufficiently juicy. Cook fruit until tender, add sugar and cook until it jellies; add nuts just before pouring into glasses.

Many kinds of preserved fruits can be prepared with rhubarb used up to 50 percent of the total fruit, to reduce the cost and the selling price.

The greatest demand is for standard preserves and canned goods. You might specialize in old fashioned family recipes.

Always use the same kind of jar and glass and cover.

Labeling

Have attractive printed labels after your business becomes established, and, if you like, adopt a trade name. Labels are cheaper in lots of 2½ thousand than in thousand lots.

Try to attend exhibitions of canned fruit and vegetables and to exhibit your own products, as you will learn by observation and comparison to tell good canned products when you see them. When starting out to sell your products, it will give you confidence if you know that you have an article that is extra fine.

Packing for Market

When packing glass jars for market, the corrugated cardboard boxes, in which the new jars come, will be found to be the best containers. The jars should be wrapped in paper and then placed in the sections of the box. If this box is then packed in a wooden box, there will be little danger of breakage.

Canning in Other People's Homes

Many people have large gardens and will gladly pay wages of three, four or five dollars a day to someone who will go to their homes and can fruits and vegetables and make their preserves, jellies and pickles. Assistance will be provided when necessary. The money is all clear profit. A small advertisement in the paper should bring all the customers one could assist.

JELLIES

A scientific study of the process of jelly making has shown that three ingredients are required for the formation of a jelly, namely sugar, acid, and pectin; and these must be present in fairly definite proportions. Pectin is the name of the mysterious substance that causes fruit to jell; it is present in large amounts in some fruits, particularly when they are not quite ripe. The pectin must be cooked out of the fruit, but it is weakened or partly destroyed by too long boiling. Jelly results from boiling the pectin containing juices with the proper proportion of sugar, provided acid is present. U. S. Department of Agriculture Department Circular No. 254, "Homemade Apple and Citrus Pectin Extracts and Their Use in Jelly Making," is of interest and value if you wish to make jelly from cherries, peaches, pineapple, rhubarb and strawberries, which are deficient in pectin. Commercial pectin made from apple juice, is for sale almost everywhere. It may be added to any kind of fruit juice and with sugar very quickly makes a firm, beautifully colored jelly, with a strong flavor of the fresh fruit, because so little cooking is required. When pectin is added in making jelly it must be so stated on the label.

The amount of pectin present can be judged by adding a spoonful of alcohol to an equal quantity of cooled fruit juice. Wood alcohol or other commercial alcohol, may be used, but of course, the tested fruit juice must be thrown

HOMEMADE GOODIES BEING PACKED FOR SHIPMENT

HOMEMADE STUFFED FRUITS, ATTRACTIVELY PACKED

away, and under no circumstances should be tasted. The pectin is not soluble in this alcohol mixture and forms a more or less dense mass. The less pectin present, the less sugar should be used. Three-quarters of a cup of sugar to one cup of juice should make a clear sparkling jelly of the right consistency and flavor. Use a thermometer in making your jellies and, after adding the sugar, boil to 220 to 221° F. for a firm jelly.

By covering the fruit pulp with a little water and heating after the first draining, a second and sometimes a third extraction can be made which doubles the amount of jelly secured from a given amount of fruit, without lessening the quality of the jelly. It is best to combine the second and third extractions and boil down until the pectin test shows the correct proportion of pectin present to make a jelly uniform with the first lot.

In making jellies, jams and marmalades of best quality, cook only small quantities at a time. Enough juice for twelve half pint glasses of jelly is a sufficient amount for each kettle. Use a broad bottom kettle filled not more than one-third full and work quickly for best results. By planning the work, at least 100 glasses of jelly can be made in a day.

Fruit juice for jellies may be canned in glass jars during the fruit season, and made up into jelly with the sugar, later on, to fill your orders.

The cost of materials, if all must be purchased, should not be more than one-third of the retail selling price or two-fifths to one-half the wholesale price. Unless you are near the source of supply and can obtain fruits at low prices, your costs may be too high to sell standard goods at a fair profit.

The most popular jellies are currant, grape, apple, apple and mint, and quince. Some combinations of fruit are especially good as:

Currant and raspberry,
Quince, apple and cranberry,
Apple and grape,
Apple and rhubarb.

Filling Jelly Glasses

When filling the glasses pour the jelly first into a teapot or pitcher and then into the hot glasses which should be standing in a pan so that no jelly will be lost in case a glass breaks.

When jelly is cold and firm, fasten a swab of cotton on a skewer, dip in pure alcohol, if obtainable, and wipe over the top of the jelly, to destroy any germs that might cause fermentation.

Cut glazed paper to fit inside the glass, dip in alcohol and lay on top of the jelly. Cover each glass with a large piece of glazed paper with edges clipped and paste firmly to outside of glass. If the jelly is to be shipped some distance it may be necessary to supply metal covers.

Paraffin may be used for sealing but is less attractive, and may not prevent fermentation around the edges, and it costs more. If used, pour a thin layer of paraffin, melted in a small coffee pot, on the jelly as soon as glasses are filled to keep out the germs. When cold and firm, pour on another layer, turning the glasses to seal the edges.

Standardization

Quality and appearance are of the greatest importance. For this the raw materials must be in perfect condition. Satisfy your customer at whatever cost to yourself.

Standardize your product—

Know how many glasses or jars of a jelly or a marmalade or other product you should get from a known weight of fruit and of sugar.

Make every effort to secure the same results each time you make a batch; the difference of one glass will make much difference in your profit.

Weigh a glass that is filled to the right height and be sure that every other glass offered for sale contains exactly the same amount and exactly the same quality of product.

PICKLES AND RELISHES

There are many delicious home made pickles and relishes that are seldom found in the retail stores. If your garden produces a surplus of small cucumbers or tomatoes and you can make your own cider vinegar, your specialty may be right there.

The following pickle is easily prepared and very satisfactory:

Saco Pickle

Wash and wipe small fresh green cucumbers, pack in glass jars and pour over them the following mixture:

Sift together
1 cup sugar.
1 cup salt.
⅞ cup mustard. Add slowly while stirring constantly
1 quart cold vinegar. When smooth add
3 quarts cold vinegar. Have the liquid fill jars to overflowing and cover closely. Cucumbers may be added, from day to day, as they develop on the vines.

SALAD DRESSINGS

A few years ago it was considered necessary to use pure olive oil in mayonnaise and French dressings, but there are several other vegetable oils, including cottonseed, peanut and corn oils, now found to be perfectly satisfactory. Do not, however, charge olive oil prices for a dressing made of a cheaper oil. Salad oil may be purchased in five-gallon tins for much less than retail prices.

One Gallon of Mayonnaise Dressing

3 tablespoons salt.
3 tablespoons powdered sugar.
3 tablespoons mustard.
½ teaspoon cayenne. Mix well, add
1½ dozen or 1¼ cups egg yolks, beat until light, add
1¼ cups vinegar. Add, very slowly at first, and beating all the time,
3½ quarts salad oil. As it thickens, add, a little at a time,
1 cup lemon juice. Add
1 cup boiling water, if desired.

This quantity makes about 9 pints. The cost today is about 33 cents a pint, and it sells for 60 cents a pint. (If by chance the dressing should separate, take four egg yolks in a clean bowl, add the separated dressing a teaspoonful at a time until it becomes thick and smooth, then add the mixture rapidly, beating constantly, until all is used.)

You may find some sale for Sauce Tartare, or Russian Dressing made with a basis of this mayonnaise dressing.

Sauce Tartare

To one quart mayonnaise dressing add 3 tablespoons each capers, pickles, olives, parsley, shallot or onion, all finely chopped and ⅓ cup tarragon vinegar.

Russian Dressing

To one quart mayonnaise dressing add slowly
1 cup chili sauce.
⅔ cup pimientos cut in small pieces.
⅓ cup tarragon vinegar.
2 tablespoons chives cut in tiny pieces.
4 teaspoons table sauce, Worcestershire or Escoffier.

An electric mixer is a great help in beating mayonnaise where large quantities are to be made.

BREADS

There is not much profit on plain bread unless made in very large quantities as is done in the large bake shops and factories. However, orders may be secured for breads that are delicious and unusual, especially for use in sandwiches for afternoon tea and other parties.

Bread Making

Salt is used for flavor.

A small amount of sugar provides food for the yeast and makes the bread rise more rapidly.

Shortening, which may be lard or butter, margarine or beef fat, or one of the cooking oils or manufactured shortenings, is used to make the bread tender.

Bread is better and more nutritious, if made wholly or partly with milk for liquid, than if made with water alone. Evaporated or powdered milk may be used.

Yeast is used to make bread light. With a small amount of yeast bread must rise several hours. With one yeast cake to a pint of liquid, the bread will double its bulk, or be light enough to shape, in about three hours. With two yeast cakes it will be light in an hour. Yeast is a real food, and there is no harm in using two or more yeast cakes in a batch of bread or rolls. The only trouble comes from letting it rise too long, when it may develop a disagreeable flavor or a coarse texture. It should be cut down, or put in the oven, as the case may be, as soon as it doubles its bulk.

Only warm water or milk should be used with yeast. A higher temperature kills the yeast and the bread will not rise. With cold liquid, the yeast remains dormant, and the bread does not rise.

Bread flour, which is rich in gluten, should be used for bread. This makes a dough that retains the gas that is formed by the action of the yeast on sugar or starch, thus making a light bread.

Bread should be kept in a warm but not in a hot place while rising. It is a good idea to put the bowl containing the dough in a pan of water, slightly warmer than the temperature of the hand, or 100 degrees F. By occasionally adding some warmer water to maintain an even temperature, the bread will be made to rise quickly and uniformly.

Always keep bread dough covered with a cloth and a board

or tin cover while rising to prevent the formation of a crust on top.

Let bread rise to double its size, after being put in greased pans.

If you are in haste to bake it, and it is not quite light enough, put in a moderate oven or one that registers 350 degrees F. and when it has risen enough, increase the heat to 450 degrees F.; when brown enough decrease the heat to 350 degrees F.

If risen enough when it is put in the oven, have the temperature 450 degrees F. and when it begins to brown decrease the heat to 350 degrees F. for 45 to 60 minutes.

Bread usually requires fifty to sixty minutes baking.

Score Card for Bread

External Appearance

	Points	
Volume		10
Color of crust		8
Symmetry of form	3	
Evenness of bake	3	
Character of crust	3	
Break and shred	3	
		12
		30

Internal Characteristics

Grain	10	
Color of crumb	10	
Flavor (Aroma)	15	
Taste	20	
Texture	15	
(From *Baking Technology*)		70
		100

Yeast breads of different kinds can be developed from a standard formula.

Foundation Recipe for Bread

Put
2½ teaspoons salt
2 tablespoons sugar and
2 tablespoons shortening in mixing bowl; add
2 cups scalded liquid, water, or milk and water, or all milk; when the shortening is melted and the liquid is lukewarm add
Yeast cake dissolved in
¼ cup lukewarm water. If mixed over night use ¼ yeast cake; if mixed in the morning, to raise and bake in 5 hours, use 1 whole yeast cake. Add
3 cups flour, beat until smooth, add
2 cups flour, stir with a knife until thoroughly mixed, and add about
1 cup flour slowly, using just enough to make dough of such consistency that it may be kneaded without sticking to the board or cloth. Knead until smooth and elastic. Let rise until double in bulk, knead again, shape in two loaves, let rise and bake in a hot oven, 450° F. until it begins to brown, then reduce to 350° F. Bake for 45 to 60 minutes.

Orange Bread

Dissolve
1 yeast cake in
¼ cup lukewarm water; add
1 egg, well beaten,
1 tablespoon melted butter,
1 tablespoon melted lard,
1 teaspoon salt
2 tablespoons sugar
Grated rind 2 oranges
¾ cup orange juice and
3 cups flour. Beat until smooth, adding more flour if necessary; knead until smooth and elastic; let rise until double its bulk; shape in double loaf; put in bread pan; let rise again to double its bulk; and bake 45 to 60 minutes in a hot oven or at 450° F. until it begins to brown, then reduce to 350° F. and finish baking.

Whole Wheat or Graham Bread

Add
1 tablespoon shortening
3 tablespoons molasses and
1 teaspoon salt to
1 cup scalded milk; cool, and when lukewarm add
1 yeast cake dissolved in
⅓ cup lukewarm water
1½ cups bread flour and
1½ cups graham or whole wheat flour; beat well, cover, and let rise to double its bulk. Again beat, and turn into greased bread pan, having pan one-half full; let rise and bake at

450° F. for 15 minutes, reduce to 425° F. and bake 30 minutes and reduce to 350° for 30 minutes. Whole wheat bread should not quite double its bulk during last rising

Orange Peel Bread

To graham bread add before rising.
½ cup candied orange peel cut in small pieces.
½ cup nut meats cut in small pieces.
When risen cut down with case knife, fill small greased baking powder boxes ⅓ full, let rise to double its bulk and bake in moderate oven. This is delicious made into sandwiches with a filling of creamed butter and orange marmalade.

Prune Bread

Soak
½ cup prunes in
1 cup cold water over night. Cook in same water until soft and remove stones. To prune juice add
Boiling water to make 1 cup, bring to the boiling point and pour over
½ cup rolled oats. Let stand until water is absorbed, add
¼ cup sugar
½ tablespoon salt
1 tablespoon shortening
½ yeast cake dissolved in
¼ cup lukewarm water and the prunes. Then add
2¾ cups flour, mix thoroughly, let rise, add
¼ cup walnut meats cut in pieces; turn into greased bread pan or round greased baking powder boxes, let rise again and bake at 450° F. until it begins to brown, then 350° F. for 45 to 60 minutes.

Cornmeal Bread

Mix
½ cup cornmeal
½ cup molasses
2 tablespoons shortening
1 teaspoon salt and
2 cups boiling water. When lukewarm break in
1 yeast cake and let stand until yeast comes to the top. Add
Flour to knead, let rise, shape, put in two pans, let rise and bake at 450° F. until it begins to brown, then 350° F. for 45 to 60 minutes.

Oatmeal Bread

Mix
1 cup rolled oats
½ cup corn meal
1½ teaspoons salt and
1 tablespoon shortening, add
2 cups boiling water and let stand 1 hour. Add
½ yeast cake dissolved in

¼ cup lukewarm water
¼ cup molasses
3 cups flour and
1 cup rye flour. Mix well, cover, and let rise until double in bulk; beat well, turn into two greased pans, let rise, and bake 45 to 60 minutes in a hot oven or at 450° F. until it begins to brown, then reduce to 350° F. and finish baking.

A bread that has been popular for many years at a large Woman's Exchange we call

Winchester Nut Bread

Pour
¾ cup cold water over
½ cup brown sugar; as soon as lumps in sugar are dissolved add
½ cup molasses and
¾ cup milk. Sift together
1 cup bread flour
1⅓ teaspoons salt
2½ teaspoons baking powder
¾ teaspoon soda and add
2 cups Graham flour unsifted. Combine mixtures, and add
¾ cup walnut meats cut in rather large pieces. Bake in a greased bread pan 2 hours in a slow oven or at 275° F.

Raisin Bread

Make Winchester nut bread omitting the nuts, or make plain white bread, and add ¾ cup seedless raisins.

Bran Bread

Sift together
2 cups flour
3 teaspoons baking powder
1 tablespoon sugar and
½ teaspoon salt. Add
2 cups bran and rub in
1 tablespoon shortening with tips of fingers. Beat
1 egg yolk, add
1 cup milk, combine mixtures, add
½ cup seedless raisins, and mix well. Bake in greased bread pan in moderate oven or at 375° F. for 1 hour.

Rolls

If you decide to specialize in rolls, purchase as many kinds as are for sale in the community where you plan to sell yours. Experiment with the following formula and shapes until you achieve if possible something that is superior to any roll that you are able to purchase.

Make your price by adding to the cost of the materials used enough to pay overhead and operating expense with a profit for yourself. It will doubtless be higher than the price asked for other rolls that are for sale, but there should be people glad to pay what they are worth.

Biscuits and Rolls

(A good foundation recipe)

Scald
1 cup milk, add
2 to 4 tablespoons butter substitute
2 to 4 tablespoons sugar
1 teaspoon salt. When lukewarm add 1 yeast cake dissolved in
2 tablespoons lukewarm water and
1½ cups flour. Mix well, let rise and add flour to knead (about 1½ cups). Knead, let rise again, shape without kneading, let rise, and bake in hot oven or at 450° F. until brown, then reduce to 375° F., baking in all 15 to 20 minutes.

Experience with different shortenings and use the shortening that will give you good results. Use as much more as you wish up to 8 tablespoons, which will give a very rich roll. This amount will make 1½ doz. large rolls, or 3 doz. very small biscuits.

Variations

2 tablespoons sugar give a good flavor. More may be used up to 1 cup, which makes a sweet bun.
1 or more egg yolks, or from 1 to 3 whole eggs may be added with excellent results.
1 egg white beaten stiff gives a deliciously crisp crust.

All these suggestions add to the expense of the rolls and should not be used unless patrons are willing to pay the price.

Flavor for Rolls

Attractive flavorings which add a distinctive touch.

Grated rind one lemon, or
½ teaspoon lemon extract, or
1 teaspoon vanilla, or
¼ to 1 teaspoon cinnamon, or
½ cup seedless raisins.

Add the flavorings after the sponge is light.

Shaping of Rolls

Rolls may be cut or molded in many different shapes, for example:

Plain biscuit; one ball, baked in each muffin pan, or a dozen or more in a pan.

Twin biscuit; two balls for each biscuit, baked in biscuit pan or muffin pan.

Cloverleaf biscuit; three balls baked in each muffin pan.

Finger rolls; three inches long and one inch wide when shaped.

Knots; dough the size and shape of a pencil tied in a simple knot.

French rolls; dough cut four inches long with pointed ends and cuts across the top.

Parker House rolls; dough rolled and cut in ovals, spread with butter and doubled over.

Cinnamon or *Swedish rolls;* dough rolled out, sprinkled with sugar and cinnamon and with nuts or raisins, if desired. Roll up like a jelly roll, cut in inch wide pieces and put cut side up in muffin pans.

Parker House and cinnamon rolls are the most popular.

The unbaked rolls may be brushed over with melted butter, milk and sugar or beaten egg to soften the crust or to make a glaze, just before they are put into the oven or just before they are done.

Coffee rolls are spread with thin confectioner's frosting after baking. They may be made from Brioche, a rich yeast mixture, or from the foundation recipe given, with two eggs added.

The following rules for Brioche or Coffee Cake are taken from the Boston Cooking School Cook Book.

Coffee Cake I (Brioche)

Scald
1 cup milk; cool, and when lukewarm add
2 yeast cakes; when dissolved add
4 egg yolks
3 eggs
⅔ cup butter
½ cup sugar
½ teaspoon lemon extract or 2 pounded cardamon seeds and
4⅔ cups flour. Beat thoroughly with the hand for 10 minutes and let rise for 6 hours. Keep in ice box over night; in morning turn on floured board, roll in long rectangular piece ¼ inch thick; spread with
Softened butter, fold from sides toward center to make 3 layers. Cut off pieces ¾ inch wide; cover and let rise. Take each piece separately in hands and twist from ends in opposite directions, coil and bring ends together at top of cake. Let rise in pans and bake twenty to thirty minutes in a moderate oven, or at 375° F.; cool and brush over with
Confectioners' sugar moistened with
Boiling water to spread and flavored with
Vanilla.

Coffee Cakes II

Scald
1 cup milk, add
¼ cup sugar and
1 teaspoon salt; when lukewarm add
1 yeast cake dissolved in
¼ cup lukewarm water and
1½ cups flour. Cover and let rise, then add
¼ cup melted butter
2 eggs well beaten
Few gratings from rind of lemon and
2½ cups flour. Let rise again and finish like Coffee Cakes I.

Mixing and Weighing the Dough

Bread and rolls may be mixed by hand, in an ordinary bread mixer, or in an electric mixer.

Loaves of bread and individual rolls should be weighed before the dough is shaped.

Standardize the weight and size. It must not vary from day to day.

Other Good Sellers

Hot Boston brown bread and baked beans are popular sellers in New England on Saturday evenings.

Bran muffins, especially with raisins, prunes or dates, are purchased as a laxative.

Bran Muffins

Sift together
1 cup flour
1 teaspoon soda and
1 teaspoon salt. Add
2 cups bran
1¼ cups milk and
½ cup molasses. Bake in individual tins in a moderate oven, or at 400° F., for 20 minutes. This recipe will make one dozen muffins.
¾ cup raisins, dates or soaked prunes, stoned and cut in pieces, may be added.

SANDWICHES

There is a market for sandwiches if they are supplied regularly to people who motor by or who work in large office buildings, factories or schools near your home. A neat basket filled with sandwiches, each one freshly made and wrapped in wax paper, or better, placed in wax paper sandwich bags or envelopes, is very quickly emptied. These envelopes can be purchased for $1.20 a thousand. In addition to the sandwiches you may include half pint bottles of milk, homemade cookies, cakes, turnovers and candy if you have time to make them. You might each day supply cooked food, sandwiches, cakes, pies and doughnuts, to soda fountains where luncheonettes are served. Orders can be taken for sandwiches for afternoon teas and receptions.

Use for sandwiches what is known as a sandwich loaf, a loaf of bread square at each end and about 13 inches long, or the breads suggested in this lesson.

Purchase a bread slicer to secure ease and uniformity in the slicing of bread.

You must know the cost, including butter, wax paper, seasonings and "overhead" of each sandwich you make and fix your selling price accordingly. One slice bread, doubled and filled, may sell for ten cents.

Use plenty of butter on your bread, especially on the corners. Use plenty of filling in your sandwiches.

Moisten chopped mixtures with mayonnaise dressing.

Use a leaf of lettuce and plenty of salad dressing with your chicken and egg sandwiches.

Occasionally add a new sandwich to the list of old reliable ones.

Cost of Sandwiches

A 2-pound loaf of sandwich bread should make about 50 slices, or 25 large sandwiches, or 50 small sandwiches. At 25c a loaf each slice costs ½ cent, or expressed in decimals, $.005.

One pound butter equals 2 cups or 32 tablespoons. One-half tablespoon of butter spreads 1 slice bread generously. Ten ounces butter may be sufficient for 1 large loaf of bread. If 1 pound butter costs 48c, 1 ounce or 2 tablespoons would cost 3c; ½ tablespoon or ¼ ounce would cost $.0075.

The number of sandwiches from 1 pound cheese will depend upon the kind of cheese used and whether the cheese is sliced, chopped, or grated and whether or not it is mixed with some other material. Two tablespoons grated cheese, which weigh ½ ounce, are needed between two slices of bread. At 40c a pound, 1 ounce or 4 tablespoons, will cost 2½c. Two tablespoons will cost 1½c or $.015. The cheese may be moistened and flavored with catsup. One bottle

catsup holding 29 tablespoons may cost 28c. One tablespoon we will say costs 1c.

One cheese sandwich, *for materials only,* will thus cost:

2 slices bread (2x.005)	$.01
1 tablespoon (½ ounce) butter (for 2 slices bread)	.015
2 tablespoons (½ ounce grated) cheese	.015
1 scant teaspoon catsup to moisten cheese	.003
1 large sandwich	$.043
1 small sandwich	.0215

A 4-pound fowl, when cooked, gives one pound edible meat. The number of sandwiches it will make will depend upon whether the meat is used sliced or chopped. One ounce of meat in a chicken sandwich, if the fowl used was 40c a pound, will cost 10c.

One head lettuce may contain 20 leaves; on an average one leaf will be needed for a sandwich.

One dozen eggs may make 120 slices, if an egg slicer is used.

Computing the Cost of Cooked Meat

Find by actual experience, if possible, the difference in weight between a piece of meat raw and the same piece cooked, the amount of salable cooked edible meat that can be obtained from a given weight and cut of raw meat, and estimate the value per pound of the cooked meat, exclusive of the overhead and labor costs. You will be amazed at the shrinkage. Tabulate your results on a card, and be careful not to lose money on meat sandwiches, or on cooked meat, if you are asked to sell it. For example:

6 lbs. beef @ .40 per lb. costs $2.40		
4 lbs. beef (weight after cooking) costs	$2.40	$.60 per lb.
	4	
3 lbs. cooked beef (weight after bone and fat are removed) costs	$2.40	$.80 per lb.
	3	

Cooked chicken meat is worth $2.00 a pound when chicken sells for 50c a pound.

COST OF FOOD

To figure the cost of ingredients in a recipe or a menu, you must know what you pay for everything you use, the weight and contents of packages, tins, boxes, and bottles, and the weight or measure and cost of the smaller amounts you use in your recipes.

It is wise to use cards for figuring these costs, file them, and refer to them when working out the cost of a new recipe, then it will not be difficult. New cards can be made and the old ones discarded when prices change. Always charge more rather than less than the fraction of a cent that you get by division. You need not carry your decimals beyond three places in your figuring. The following tables will be helpful.

Abbreviations Used

t.	teaspoon	Lb.	pound
T.	tablespoon	Gr.	gross
c.	cup	Doz.	dozen
Pt.	pint	M	thousand
Qt.	quart	Pkg.	package
Gal.	gallon	Bot.	bottle
Pk.	peck	¢	cents
Bu.	bushel	°	degree
Bbl.	barrel	F.	Fahrenheit
Oz.	ounce		

Figuring Costs of Food Materials

Baking Powder

5 pound tin	$ 2.95
1 lb. or 2½ c. or 40 T.	.59
1 T. or 3 t. or ⅗ oz.	.015
1 t.	.005

(In a 12 oz. tin the cost is the same)

Baking Soda

1 lb. or 2 c.	.08
1 c. or 16 T.	.04
1 T. or 3 t.	.0025
1 t.	.001

Bread Flour

1 bbl., 196 lbs.	$10.00
1 lb., 4 c.	.051
1 c.	.013

Brown Sugar

1 lb. or 2⅔ c.	.075
1 c.	.03

Graham Flour

1 bbl., 196 lbs.	9.00
1 lb. or 3⅓ c.	.044
1 c. or 5 oz.	.013

Milk

1 qt., 4 c.	.14
1 c., 16 T.	.035
1 T.	.002

Molasses

1 gal., 4 qts., 16 c.	.85 -1.15
1 c.	.054- .07

Mustard

1 lb., or 5 c.	1.15
1 c., or 16 T.	.23
5 T., or 1 oz.	.072
1 T., or 3 t.	.015
1 t.	.005

Salt

10 lbs., 20 c.	.22
1 c., 16 T.	.011
1 T., 3 t.	.0007
1 t.	.000

Walnut Meats

1 lb. shelled, 4 c.	.66
1 c., ¼ lb.	.17
½ c., 2 oz.	.085
¼ c., 1 oz.	.042 or .05

Figuring Cost of a Recipe

The ingredients of the recipe must be listed in one column with the amount of each ingredient called for in the recipe in the next column. Some things are sold by weight, some by the barrel, the dozen, the ounce, the gross (which is twelve dozen), the box (oranges, and grapefruit, and baking powder come by the box), some by the thousand (M), and some by the package. In order to standardize a recipe when things are sold by the dozen, or to figure costs, it is necessary to know the weight of the ingredients, therefore our third column should have the weight of supplies called for in the recipe. The next column should have the cost of these supplies as they are purchased by the dozen, the pound, the ounce, and so on. The next column should have the cost of the amount of material called for.

A recipe for Winchester Nut Bread has been given. Referring to the page of a record book, to be described later, showing costs of the ingredients as purchased, and then to the cards showing the cost of the smaller amounts used in the recipe, we may proceed to work out the cost of two small loaves of bread, as follows:

SAMPLE CARD

Recipe	WINCHESTER NUT BREAD			Date.....
Material	Amount	Weight	Unit Cost	Total Cost
Water	¾ c	⅔ lb.	$0.00	$0.00
Brown Sugar	½ c	3 oz.	.075 lb.	.015
Molasses	½ c		.85 gal.	.027
Milk	¾ c		.14 qt.	.027
Bread Flour	1 c	¼ lb.	10.00 bbl.	.013
Salt	1⅓ t		.011 lb.	.000
Baking Powder	2½ t		.59 lb.	.013
Soda	¾ t		.08 lb.	.000
Graham Flour	2 c	10 oz.	9.00 bbl.	.026
Walnut Meats	¾ c	3 oz.		.126
Cost, 2 small loaves				.247
Cost, 1 small loaf				.124
Selling price, 1 small loaf				$0.35

SAMPLE CARD

Recipe	ORANGE AND GRAPEFRUIT MARMALADE WITH PECTIN			Date.....
Material	Amount	Weight	Unit Cost	Total Cost
Grapefruit	2	2 lbs.	$1.00 doz.	$0.167
Water	3 c			.000
Oranges	2	12 oz.	.60 doz.	.10
Sugar	7 c	3½ lbs.	.08 lb.	.28
Com. Pectin	½ c	½ bot.	.33 bot.	.165
Marmalade	6 jars	15 oz. each	$0.12 each	$0.712
Jars with covers	6	15 oz. each	.09 each	.54
Paraffin	½ pkg.		.10 pkg.	.05
Labels	6		5.00 per M	.03
Containers, etc.			.10 each	.62
Total			.22 each	1.332
Selling price			35c to 50c each	$2.10 to $3.00

Having the cost of the nut bread and marmalade, you are then able to find the cost of nut bread sandwiches.

SAMPLE CARD

Recipe	NUT BREAD SANDWICHES			Date.....
Material	Amount	Weight	Unit Cost	Total Cost
Nut Bread	1 loaf		$0.12 loaf	$0.12
Marmalade	½ jar	7½ oz.	.12 jar	.06
Butter	9 T	4½ oz.	.48 lb.	.135
Sandwiches	12		$0.026 each	$0.315
Selling price			$0.10 each	$1.20 dozen

Costs may be written in front of the ingredients of recipes in this or other cook books, instead of copying every recipe on a card.

Reverse side of card.

ORANGE AND GRAPEFRUIT MARMALADE

(Has the flavor of orange and the "bitter" of grapefruit)

Pare and discard the thin yellow peel from 2 grapefruit. Remove the white inner rind in quarters, force through food chopper, or chop fine, add 1½ cups water, cover and boil gently ten minutes. Strain, forcing out all liquid possible and reserve liquid. To cooked rind, again add 1½ cups water, again boil ten minutes, strain and add to reserved liquid. Remove skins in quarters from 2 oranges, put skins in saucepan, cover with 4 cups water and boil vigorously thirty minutes. Drain, discard water and with sharp-edged spoon, scrape out and discard all the inner white part. Cut yellow, tender skin with sharp knife or scissors in the finest possible shreds about one inch long. With a sharp knife, pare off the outside membrane from grapefruit and oranges, then remove pulp free from membrane, reserve juice, discard membrane, core and seeds and cut pulp in small pieces. Put pulp, juice, and liquid from grapefruit rind into saucepan, bring to boiling point, cover and simmer forty-five minutes. Add shredded yellow rind and measure, adding water if necessary to make four cups. Add 7 cups (3½ pounds) sugar, mix thoroughly and boil hard over a hot fire for three minutes, stirring constantly. Remove from fire, add ½ cup (½ bottle) Pectin, and mix thoroughly. Skim and pour into sterilized glasses.

RECORD BOOK

A record should be kept of every bit of foodstuff purchased or used from the farm or garden, as well as a record of the foodstuffs that are made and sold. This record may be kept in a book or on cards.

On the left-hand page of the book, record all the food materials that are received, whether paid for or not. The page may be ruled into six columns, with the day, month and date at the top of the page. The first two columns are for the amount and kind of foodstuff, the third column for the person or concern from whom it is purchased, the fourth column for the unit cost, the fifth column for the total cost, and the last column for the date when paid for. You may start a new page each day, or use one page for more than one day if purchases are few.

On the right-hand page put the corresponding day, month and date, and record the amount and kind of foodstuffs

ordered and sold, to whom sold, the unit cost, and the total cost, and the price which you receive.

Each day you may total up the cost of the supplies that you have received, the cost of the food that has been sold, and the price received for it. None of these totals will balance, because you will always have more foodstuff on hand than you make up into salable foodstuffs, but if you compare the results, adding the daily overhead and operating costs to the cost of the food sold, it will give you some idea of whether you are making or losing money. Samples pages of the book may be as shown:

PURCHASED — Friday, May 8th

Amount of Foodstuff	Kind of Foodstuff	Purchased from	Unit Cost	Total Cost	Paid
10 qts.	Milk	Hood's	$ 0.15	$ 1.50	June 7
1 gal.	Molasses	S.S.P.	.85	.85	June 9
10 lbs.	Brown Sugar	S.S.P.	.075	.75	June 9
1 bbl.	Flour	S.S.P.	10.00	10.00	June 9
½ bbl.	Graham Flour	S.S.P.	9.00	4.50	June 9
10 lbs.	Salt	S.S.P.	.22	2.20	June 9
1 package	Soda	S.S.P.	.08	.08	June 9
10 lbs.	Nut Meats	Three Millers	.66	6.60	May 8

SOLD — Friday, May 8th

Amount of Foodstuff	Kind of Foodstuff	To Whom Sold	Unit Cost	Total Cost	Selling Price Unit	Selling Price Total
1 loaf	Nut Bread	Mrs. Jones	.13 loaf	$0.13	$0.35	$0.35
2 loaves	Nut Bread	Mrs. Thomas	.13 loaf	.26	.35	.70
10 loaves	Nut Bread	Woman's Exch.	.13 loaf	1.30	.28	2.80
3 loaves	Nut Bread	Mrs. Ellis	.13 loaf	.39	.35	1.05
1 jar	Marmalade	Mrs. Mason	.22 jar	.22	.40	.40
6 loaves	Nut Bread	West End Club	.13 loaf	.78	.315	1.89
3 jars	Marmalade	West End Club	.22 jar	.66	.36	1.08
3 doz.	Nut Bread Sandwiches	Miss Fiske	.32 doz.	.96	1.10	3.30
				$4.70		$11.57
25 sheets Paraffin Paper			$2.75 M	.068		
13 sheets Wrapping Paper			.085 lb.	.074		
1 box for Sandwiches			20.00 M	.02		
				$4.862		

(Note that 20% off the usual selling price is allowed the Woman's Exchange and 10% off the West End Club.)

Your profit from this day's business (May 8) will be figured as follows: Subtract the cost of the food sold from the

price which you received for it; subtract your overhead and operating expenses for one day from this, and the result will be your own wages or profit.

Food sold May 8	$11.57
Cost	4.68
	$ 6.71
Overhead and operating one day	1.26
Wages or profit for yourself	$ 5.45

(In Lesson 1, I suggested that you must be able accurately to add, subtract, multiply and divide! If figuring is hard for you from lack of practice, get someone to help you if you are in business for yourself.)

In the back of the book you may figure what you expect your overhead and operating expenses are going to be, leaving room to figure out accurately what they are. Then right at hand will be the amount per day that must be taken in to cover your daily overhead and operating expenses. When you total up your expenses for the day and your income for the day, you can quickly reckon whether you are making or losing money on each day's product.

Keep your business on a cash basis, and pay bills by bank check.

It is a very good plan to deposit *all* receipts in the bank and make *all* expenditures by check. This method, with the use of a Self-Accounting Check Book,* will give you a permanent, classified record of all expenses and receipts.

Repairs and Equipment

Repairs and new equipment should not be entered with the daily foodstuffs, but should appear by themselves on other pages. They may follow the inventory of the equipment with

* The Office or Household Accounting Check Record, which may be used with the checks of any bank, may be obtained from American School of Home Economies, Chicago. $1.00 postpaid.

which you start business and on which you figured interest and depreciation.

At the end of the year you can estimate whether the amount of depreciation as figured was sufficient to cover the cost of repairs and replacement. Your profit should be sufficiently large for you to have a new stove, work table, etc., if you should need them, and to keep your equipment up-to-date.

HOW TO BUY

The amount you pay for your raw material will make a big difference in the profit you are able to make. As soon as you find your business is actually started, foodstuffs and wrappings should be purchased at wholesale prices. The amount you buy should be governed by

The size of your storage space.

The amount that you expect to sell.

The length of time you expect it to take to use up that material.

With perishable material, order only as much as you can use in a day or two.

Sugar should be bought in the original packages (25 or 100 pound bags or in barrels).

Supplies that come by the case should be bought by the case.

Butter and shortening can be bought in tubs, and in time of plenty and cheap prices can be placed in storage and then taken out as required.

Eggs should be bought by the case, and it may be possible to buy enough for the entire year when they are cheapest and most plentiful and keep them in waterglass, or in storage. Frozen eggs are satisfactory if contents of container can be used as soon as opened.

The containers that you propose to use for your product should be purchased in large quantities, probably after your

business is established, in sufficient quantity to last six months or a year. The amount purchased at first should depend on the amount necessary to start your business. If you are starting in a small way you will not buy as much as you will later on, when you have become known.

Cans, jars, glasses and rubbers should be purchased from the nearest wholesale dealer in such supplies. When you have a sufficiently large business you may find it worth while to have jars and glasses made to order, but until that time do not send too far away, as the freight and express will increase too much the cost of such equipment.

Buy such supplies as you can direct from the factory, in case lots, so that you will have everything that you need when you need it.

REFERENCE BOOKS

NOTE. The following books (and many others listed later) will be loaned to *Members of the School,* one at a time. Send postage with request—8 to 20 cents, according to distance and size of book. They will be sent to anyone on receipt of price and postage.

Successful Canning and Preserving, Ola Powell, $2.50.
Canning, Preserving and Jelly Making, Janet M. Hill, $1.60.
Every Step in Canning, Grace Viall Gray, $1.25.
Everywoman's Canning Book, Mary B. Hughes, $0.90.

BULLETINS

For the free Farmers' Bulletins, send to the Department of Agriculture, Washington, D. C. The Bulletins on which a price is given may be obtained by sending currency (not stamps) to Superintendent of Documents, Washington, D. C. For College Bulletins, send direct to the colleges named.

Home Canning of Fruits and Vegetables. Farmers' Bulletin No. 1211. 5 cents.
Homemade Fruit Butters. Farmers' Bulletin No. 900. Free.
Canned Fruit, Preserves and Jellies. Maria Parloa. Farmers' Bulletin No. 203. 5 cents.
Canning Vegetables in the Home. J. F. Breazeale. Farmers' Bulletin No. 359. 5 cents.
Canning Peaches on the Farm. Gould and Fletcher. Farmers' Bulletin No. 426. 5 cents.
Manufacture and Use of Unfermented Grape Juice. H. Husmann. Farmers' Bulletin No. 644. 5 cents.
Canning Tomatoes at Home and In Club Work. O. H. Benson. Farmers' Bulletin No. 521. 5 cents.

The Preservation of Food in the Home, Stanley and McDonald, University of Missouri, Columbia, Missouri.
Jellies, Preserves and Marmalades. Agnes Ellen Harris, Florida State College for Women, Tallahassee, Florida.
Canned Foods: Fruits and Vegetables. Florence R. Corbett, Teachers College, Columbia University, New York City.
Principles of Jelly Making. N. E. Goldthwaite, Cornell University, Ithaca, New York.
Preserving Fish for Domestic Use. Bureau of Fisheries, Dept. of Commerce, Washington, D. C.

COOKING FOR PROFIT
III

DIFFERENT TYPES OF COOKIES ATTRACTIVELY DISPLAYED

COOKING FOR PROFIT

PART III

COOKING FOR THE FOOD SHOP

THE FOOD SHOP; THE DELICATESSEN SHOP; DOUGHNUTS, CRULLERS, ECLAIRS, COOKIES (PLAIN AND FANCY); PLAIN PASTRY,—PIES AND TURNOVERS; PUFF PASTE,—PATTY SHELLS, VOL AU VENT, FRENCH PASTRY; DANISH PASTRY; QUANTITIES THAT PAY; CHANGING SMALL RECIPES TO LARGE ONES; WEIGHTS AND MEASURES; RULES FOR MEASURING.

IN MOST cities and in many towns there is a food shop to which consignors may take their products, the shop selling the food on a commission, or buying it outright. If there is no food shop in your neighborhood it might be profitable for you to open one. Perhaps one room in your home can easily be arranged with tables or counters and shelves and, as the income increases, glass show cases and other equipment can be added.

Locating a Food Shop

A food shop should be on a main thoroughfare or good automobile road, where there is constant passing. If you rent a place for your food shop, try to have it on the side of the street or a corner where people pass in greatest numbers.

Have an attractive show window with something different each day, or the arrangement changed, so that there will be no danger of people thinking that the same food has been in the window for days at a time. Patrons will come in because the window appeals to them.

A kitchen shut off by glass partitions only from the food shop is very effective. For such a kitchen the best and most attractive equipment would be required.

To have patrons come again and again the food should be beyond reproach and above criticism.

The Interior of the Shop

The shop itself should be attractive with the attractiveness that comes from

The use of broom, dust cloth, soap and water.
Simple fresh curtains at the windows.
Neat and polite sales girls.
Tables and counters thoroughly scrubbed.
Glass and china clean and shining.
Silverware thoroughly polished.
An attractive arrangement of boxes, paper and twine.
Quick, efficient and agreeable service.
Fresh, good-looking food, artistically and properly displayed.

At first you may be able to prepare all the food sold and fill the orders that are taken. If the business grows, as it should, you will find other women who are glad to send in cooked foods, or to fill orders left at your shop. These women are called consignors. You can charge them a certain per cent of the selling price of the foods they send in, or you can pay them a stipulated price and sell the cake or other food at a profit to yourself, probably an increase of 20% to 40%, depending on your overhead costs. For instance, if you pay a consignor 80 cents for a cake and sell it for $1.00, you will be charging her 20% for selling it, and be getting a profit of 20% on your sale to pay you for your trouble. You have virtually organized a woman's exchange when you have developed a business of selling other people's food.

Consignors

The selection of the consignors should be most carefully made. The people themselves should be very neat and clean in person. Regular inspection should be made of the con-

signor's kitchen or work shop that you may know if her product is made under sanitary conditions.

Consignments

Have a definite time when products must be brought in.

Be critical in passing upon consignments—do not accept anything that is not up to your standard, and have that a high one.

Return consigned articles that are not absolutely right.

Wrappings

Have the paper, boxes, twine and labels standardized for your shop, and supply them to the consignors. Order these supplies where you can get the best prices, and reorder from the same firm or firms if their goods are satisfactory.

The Proprietor's Problem

The proprietor of a cooked food shop must consider costs from a different angle than the consignor. You will have to pay for what you get, but you must make some arrangement for disposing of what remains unsold. You may be able to use it in a tea room or sell it to your employees or to outsiders for the cost of the raw material, or serve it to your help.

Sometimes the food is returned to the consignor. If she cannot dispose of it, even at cost, it may mean the loss of most of her profit for a day!

You must learn as soon as possible to judge accurately of the amount that you can sell each day.

Good Sellers for a Food Shop

In addition to the canned foods, breads, etc., mentioned in Lesson II, good sellers include doughnuts, cream puffs, pies and turnovers of all kinds, puff paste patties, and French pastries, and of course, all varieties of cakes, especially

fudge cake, cookies, plain and decorated, and candies. It is wise to have but one consignor for each kind of food.

The Special Dish

In your food shop have special things that it is difficult to get anywhere else, such as patty fillings, fancy salads, decorated cakes, and candies made to order, to carry out a color scheme. Occasionally have something different, and as your business grows, find new consignors.

DELICATESSEN SHOP

A Delicatessen Shop differs from a Cooked Food Shop in that the former usually has sausages, potato salad, pickles, commercially baked food, canned goods, etc., while the Cooked Food Shop has foods of a better grade and at higher prices.

A delicatessen shop may be desirable in your neighborhood, where people can buy enough food for an entire meal cooked and ready to take home. In such a shop the following foods should sell well, in addition to those suggested in this and other lessons. Have a few different dishes each day, not all the same day.

Soups

Meat soups: Consommé, Bouillon, Chicken broth with rice, Lamb broth with barley.
Cream soups: Potato and other vegetable soups.
Chowders: Fish, clam, corn, etc.

Substantial Salads

Potato.
Chicken.
Crabmeat.
Moulded salmon.
Cole Slaw.
Mixed Vegetables.

Meats

Roast Stuffed Chicken.
Roast Lamb.
Roast Beef.
Roast Veal.
Roast Pork.
Boiled Ham.
Corned Beef.
Meat Loaves.

Miscellaneous

Corned Tongue.
Chicken Stew.
Croquettes.
Macaroni and Cheese.

Lamb Stew.
Beef Stew.
Veal Stew.
Chicken Pie.
Creamed Chicken.
Stuffed Peppers.
Goulash.
Scalloped Oysters.
Baked Beans.
Fish Balls.
Scalloped Dishes.
Potato Chips.
Ice Cream.
Chocolate sauce for Ice Cream.
Butterscotch sauce for Ice Cream.
Charlotte Russe.
Rice Pudding.
Hot Coffee.
Cottage Cheese.

The foods that will sell best depend on:—

Locality in which the shop is located.

Whether the people in the neighborhood are high salaried or poorly paid.

Their food habits.

Their likes and dislikes.

Their nationality and the season of the year.

Prices must be regulated by:——

The cost of material used.

Cost of overhead.

The class of people for whom you cater.

Special Breakfast Combinations

You might have special breakfast combinations such as:

Fruit.
Cooked or individual packages of cereal and one-fourth pint jar thin cream.
Rolls with small portions of butter.
2 eggs or
Sliced bacon or
Fish cakes.
Coffee in cheesecloth bags holding 1 ounce (enough for 2 cups).
Sugar, ¼ lb. in paper carton.
Jam or marmalade, individual jars.

Dinner Combinations

1 hot dish.
Salad.
Salad dressing.
Fresh hot rolls.
Dessert in individual dishes.
Coffee.

Have a distinctive note in your delicatessen to distinguish it from common, ordinary, only half-clean eating places.

DOUGHNUTS AND CRULLERS

One woman earned enough from the sale of doughnuts to support herself and children and send them through college. In some parts of the country the doughnut is called a cruller and in others the cruller is called a doughnut.

This is the recipe for our newest doughnut and the one we like best of all. It makes one and one-half to two and one-half dozen doughnuts, depending on the thickness and the cutter used.

Best Ever Doughnuts

Beat slightly
1 egg and
1 egg yolk, adding slowly
½ cup sugar, then add
2 tablespoons heavy cream
⅜ cup milk and
½ teaspoon lemon extract. Sift together 4 times
2 cups bread flour
½ teaspoon salt
3 teaspoons baking powder and
¼ teaspoon nutmeg. Combine mixtures. Toss on floured cloth, knead slightly, shape, fry in deep hot fat and drain on paper. For a richer doughnut add
2 teaspoons melted butter

If this doughnut is too expensive, use a cheaper recipe; one extra egg yolk is a valuable addition to any recipe. The whites can be used in frosting, meringues or cake.

There should be at least three pounds of fat in your frying kettle when frying doughnuts. It is well to experiment with different kinds of fat to see which you like best. We prefer lard for doughnuts but we use cooking oil for almost all other frying. Strain the fat each time after using and you can use it a number of times. Never let fat become hot enough to smoke. A fat thermometer, registering 650° F., costing $2.00 should be used to secure uniform results in frying.

Uncooked mixtures like doughnuts should be fried at a

temperature of 375° F.; cooked mixtures, like croquettes, should be fried at a temperature of 385° F.

The cost of doughnuts should be figured per dozen, not forgetting to include in the cost the fat absorbed in the frying. These doughnuts take up ⅝ cup or 5 oz. fat.

Doughnuts sell for 40c to $1.00 a dozen.

The homemade doughnut is usually one for which people are willing to pay an extra price. A plain raised doughnut with jelly or jam inside is a good seller.

Where large quantities of doughnuts are made daily, a special equipment for cutting the doughnut, putting it in and taking it out of the fat is used. When this equipment is located in a store window, large numbers of patrons are attracted to buy coffee and doughnuts to eat on the spot, or to purchase doughnuts to take home. Of course, this takes away the home-made atmosphere and the doughnut is a commercialized product.

CREAM CAKES AND ECLAIRS

Choux paste, a very different mixture from Puff paste, is the name given to the mixture from which cream cakes and eclairs are made. (See recipe, page 72.) It is unlike any other mixture used in cookery. There are many sizes and shapes in which choux paste may be formed by means of a pastry bag and plain tube. It can be made into regular cream puffs and eclairs, into tiny cream puffs one inch in diameter with colored frosting that are nice for afternoon teas, into eclairs three inches long, which when filled, may be dipped in frosting of various colors. The tops when frosted can be decorated with nuts or with tiny candies. The filling may be a cooked cream filling, whipped cream or fruit, forced through a pastry bag and plain tube into the cake. A regular doughnut and cream cake filler may be purchased for $6.50. Your cream cakes should not look or taste like

the variety that can be bought in the ordinary bake shop. The prices charged range from 5 cents to 10 cents each.

COOKIES

You can have a standard formula for cookies, since many cookies can be made from approximately the same rule. The less milk used the better and richer the cookie. Tie them in bundles of 1 dozen each, with coarse thread, each shape by itself. Two cookies with frosting between and on top are attractive. Many mothers will buy oatmeal and ginger cookies for their children. Thick, rich hermits are good sellers.

Cookies

Work until creamy
1 cup butter substitute, and add
2 cups sugar gradually
4 eggs well beaten
3 cups flour, sifted with
4 teaspoons baking powder
1 teaspoon salt and
1 teaspoon nutmeg if desired. Add
4 tablespoons milk and
3 cups flour and flavoring.

Put in ice box or in a cool place until thoroughly chilled, when mixture should be quite stiff. Take out a small portion at a time, on a floured cloth, roll until thin as paper, shape as desired. Place on greased tin and bake 8 minutes in a moderate oven, or at 335° F.

This recipe makes ten to twelve dozen cookies if a two-inch cutter is used. The total cost may be 40c or 4c a dozen. They should therefore sell for not less than 12c a dozen, and you may be able to get as much as 36c a dozen for them. The variations suggested below may add to the cost, but they add also to the attractiveness of the cookies.

Fancy Cookies

1. Sprinkle mixture generously with cocoanut when partially rolled out, finish rolling.

2. Sprinkle mixture with cinnamon and sugar before cutting out.

3. To ¼ the mixture add 1 cup chopped nut meats, roll thin, shape, sprinkle with chopped nuts and bake.

4. Put a few currants in the center of each cookie before baking.

5. Put 1 teaspoon caraway seed in ¼ the mixture before chilling.

6. To ¼ mixture add 1 1/3 squares melted chocolate before chilling.

7. Use maple sugar instead of plain sugar and sprinkle cookies with maple sugar and chopped pecan nut meats.

8. Flavor cookies with grated orange rind.

9. To ¼ mixture add 1 cup chopped candied ginger.

10. Shape cookie mixture with heart, diamond, club and spade cutters. When baked spread hearts and diamonds with frosting colored red, and clubs and spades with melted sweet chocolate.

11. Decorate frosted cookies with leaves and stem of green citron, and flowers made of candied caraway seeds.

12. Cut cookie mixture in circles. On one-half the pieces put 1 teaspoon of raisin or conserve filling, cover with another cookie and press together.

PASTRY

Pastries of all kinds are very good for consigning. The pastry for pies should be a good plain paste, not a puff paste, except for the upper crust of mince pies. For shortening use all lard, or lard and butter, or substitute for either. The formula must be standardized and then followed. Be Sure to Measure Accurately. Standardize by weight the amount of crust that is used for the lining of the pie plate and for the upper crust, so that the crust will always be of uniform thickness. When baking pies have a hot oven at first to cook under crust and prevent escape of juice.

Quick Plain Paste

Put
¾ to 1 cup lard in a chilled bowl, work until creamy, using a wooden spoon. Add
½ cup ice water
3 cups pastry flour and
1 teaspoon salt and mix by cutting with a knife.
Bind a strip of wet cheesecloth around juicy pies to keep juice from coming out.

Selling Price of Pies

The price of 65c for an apple pie and 70c for most of the others is the ordinary charge. Mince pie is more expensive and may have a puff paste upper crust. Individual pies or tartlets can be easily sold in some localities.

Apple, mince, raspberry, pineapple, lemon and banbury tarts sell for from 72c to $1.08 a dozen, or from 6c to 9c each. They should be made of a more flaky pastry than pies, and may be made of puff paste if desired. They should be standardized as to size and the amount of filling used in each.

Puff Paste

Puff paste patty shells, and vol au vents, which are large patties, can be made to order. Puff paste requires experience in making, dexterity in handling, rapid manipulation, ice for chilling and an oven that can be easily regulated.

First class puff paste must be made of real butter.

Puff Paste Recipe

Wash
1 cup butter, pat, shape in circular piece, reserve 1 tablespoon and put remainder in pan between two pans of ice. Work the 1 tablespoon butter into
1½ cups bread flour, mix to a dough with
⅝ cup ice water, knead five minutes, cover and let stand five minutes. Pat and roll ¼ inch thick, keeping corners square. Place butter in center of one side of pastry, fold other side over butter, pressing edges closely together. Fold one end over the butter, other end under butter, pressing edges together. Turn ¼ way round, pat with rolling pin, lift, roll, fold in 3 layers and turn. Repeat 4 times, chilling between pans of ice when necessary, and folding the last time in 4 layers. Chill, roll out, shape, chill again and

MARSHMALLOW LAYER CAKE
(See Part IV)

MOCHA CAKE (See Part IV)
TWO EXCELLENT PARTY CAKES

AN ATTRACTIVE DISPLAY OF FRENCH PASTRIES

put in a hot oven or at 500 degrees F. Reduce 50 degrees every five minutes until 350 degrees F. and bake until cooked through.

Patty Cases

Roll

Puff Paste to ½ inch thickness, shape with patty cutter dipped in boiling water, cut half way through with a small cutter, chill again and bake in a hot oven, or at 500 degrees F., until patties are risen, turning often that they may rise evenly. Reduce to 450 degrees F., in 5 minutes reduce to 400 degrees F., in 5 minutes more reduce to 350 degrees F. and leave until done. It may take 40 minutes.

FRENCH PASTRIES

Among the novelties that can be made from puff paste are the following:

Marshmallow Tarts. Line small patty pan with pastry, then with wax paper, fill with raw rice or beans, bake, remove rice, put in layer of jam, fill with stiff marshmallow cream, and cover with confectioners' frosting flavored with lemon and colored yellow.

Marlowe Tarts. Prepare cases as for Marshmallow Tarts and cut covers to fit. Bake, fill with fruit, put on cover, frost, and decorate with green cocoanut in narrow border around the top.

Apricot Tarts. Line a 2-inch round shallow tin with pastry, fill with marmalade, cover with lady finger mixture, sprinkle with chopped almonds and bake.

Apple Boats. Cover small boat-shaped tins with pastry, prick and bake. Remove pastry. Fill with apple sauce, decorate with sections of apple, half of them cooked in plain and half cooked in syrup colored red.

Filene Tarts. Bake 2 pieces pastry 3 inches long and 1½ inches wide, put together with jam, and decorate top with meringue. Bake until delicately brown.

Pastry Sticks. Cut pastry in strips 3 inches long and 1 inch wide. Bake, split, fill with jelly, cover with confectioners' frosting and sprinkle ends with chopped nuts.

Petite Gateau. Cut pastry 2 inches in diameter. Put border of choux paste around edge, bake, fill center with jam, and garnish with whipped cream and glacé fruit.

Marmalade Baskets. Cut oval pieces of puff paste, score the top one-third inch from edge and bake. Cut strips of paste for handles and bake separately over a stiff piece of paper, the diameter of the paper roll being the same as the width of the oval. Remove centers from baskets and fill with orange marmalade mixed with ¼ the amount of blanched and shredded almonds. Insert handles, decorate with whipped cream sweetened and flavored with very strong coffee and shredded almonds slightly browned.

Cream Horns. Roll pastry ⅛ inch thick, cut in strips ¾ inch wide. Roll over forms of stiff paper, bake in hot oven until well puffed and slightly brown. Brush with egg white slightly beaten and diluted with 1 teaspoon cold water. Sprinkle with sugar, return to oven, finish cooking and remove from forms. When cold fill with whipped cream, sweetened and flavored.

Palm Leaves. Roll remnants of puff paste ⅛ inch thick; sprinkle ½ surface with powdered sugar, fold, press edges together, pat and roll out, using sugar for dredging board; repeat 3 times. After the last rolling fold 4 times. The pastry should be in a long strip 1½ inches wide. From the end cut pieces 1 inch wide; place on baking sheet, cut side down, 1 inch apart, and separate layers of pastry at one end to suggest a leaf. Bake 8 minutes in hot oven; these will spread while baking.

Turnovers. Roll pastry ¼ inch thick, and cut in pieces 6 inches long and 3 inches wide with round ends. Lay on tin sheet, make a 1-inch cut one inch from each end, put jam or cooked fruit in the center, bring one end of pastry through hole in other end, press edges together and bake.

Fruit Tarts. Cover individual tins with pastry and bake. Remove pastry and fill with strawberries, grapes, peaches, apricots, pears, sliced bananas, or other fruit and cover with melted currant jelly or apricot jam. If desired, cooked Cream Filling may be put in the cases first and the fruit on top.

Jam Strips—Narrow strip of puff paste, split four times, put together again with strawberry jam and coated with white frosting.

Pastry Baskets—Oval pastry case, hollowed out, filled with cream filling, a handle of puff paste fastened into the filling, and three small pink sweet peas put on for garnish, one at one end and two at the other.

Fruit Tartlets—Pastry case baked on the outside of individual pans, round, oval or boat-shaped. Strawberries put in to fill the case, melted jelly over the berries. Other fruits may be used and covered with the melted jelly.

DANISH PASTRY

This is a rich pastry made with a yeast dough foundation, that is sold in some of the nice food shops.

Danish Pastry

Put in mixing bowl
¼ cup sugar
4 tablespoons shortening
1 teaspoon salt and
1 cup scalded milk. When lukewarm, add
1 to 2 yeast cakes softened in
3 tablespoons warm water,
1 egg, beaten
¼ teaspoon vanilla
¼ teaspoon lemon extract
¼ teaspoon mace and
1½ cups flour. Beat well, add
1 cup flour, stir with a knife until well mixed, add sufficient
Flour to knead and knead until smooth and elastic, keeping the dough as soft as possible. Let rise until double in bulk, roll out in a piece ¼ inch thick. Wash
7 ounces (⅞ cup) butter, cut in halves; cut one part in many small pieces and place in the center of the strip of dough. Fold one

end of dough over to cover the butter, place remaining butter cut in small bits on top and cover with the other end of the dough, pressing edges together firmly. Turn ¼ way round, pat with rolling pin and roll as thin as possible lifting it frequently to keep it from sticking. Fold each end to the center, pat firmly, fold to make four layers, turn ¼ way round and pat, lift, roll and fold three times. Cover and let rise for 20 minutes. Roll, shape, let rise half way and bake in a very hot oven or at 500 degrees F. for ten minutes, reduce heat and finish baking, and decorate as desired.

Pinwheels

Roll
Danish Pastry ½ inch thick, cut in four-inch squares and make a diagonal cut from each point almost to the center. Fold each alternate point to the center, pressing down firmly. Place on greased tin sheet, put
Jam in the center, brush with
Egg, sprinkle with
Nut meats, let rise, bake, and brush with
Confectioners' frosting.

Knots and Coils

Roll
Danish Pastry ¼ inch thick, cut in strips ¼ to ½ inch wide, shape like figure eights, pretzels, knots, s's, or coils. Let rise, bake, and brush with
Confectioners' frosting, put
Cream filling or jam in the hollow parts of the pastry and sprinkle with
Nut meats.

Horns

Roll out
Danish Pastry, and cut in triangles five inches long and three inches wide at the base. Put on a little
Jam or
Cream filling. Press long edges together firmly, then shape like horns, brush with
Egg, let rise and bake. Brush with
Confectioners' frosting and sprinkle with
Nut meats cut in pieces.

QUANTITIES THAT PAY

Of different foods, different amounts will have to be made by a consignor to cover cost of overhead, cost of material used and value of time consumed.

Take, for example, Mock Cherry Pies.

SAMPLE CARD

Recipe	MOCK CHERRY PIES			Date.....
Materials	Amount	Weight	Unit Cost	Total Cost
Flour	9 cups	2¼ lb.	$10.00 bbl.	$0.15
Lard	2⅔ cups	1⅓ lb.	.19 lb.	.253
Water	1½ cups			
Salt	1 T	½ lb.	.02 lb.	.001
Cranberries	4½ qt.	4½ lb.	14.00 per 100 lb	.63
Sugar	8 cups	4 lb.	.08 lb.	.32
Cornstarch	½ cup	2¼ oz.	.10 lb.	.014
Molasses	1 pint	1½ lb.	1.19 gal.	.15
Raisins	4 cups	2 lbs.	.12 lb.	.24
Salt	2½ T	1¼ oz.		.002
Water	3 cups			
Pies	8 pies			$1.725

The recipe costs about $1.72 and makes 8 pies.

This makes 22 cents as the cost of one pie to which must be added 6 cents as the cost of box, paper, plate and string, 28 cents as the cost of each pie to the maker.

If you charge 2½ times the cost of materials used, the selling price will be 70 cents, the usual city price for home-made pies. This allows 42 cents for overhead and labor from each pie sold.

If overhead and operating costs are $1.26 per day (see page 18), the difference between the cost, 28 cents, and selling price, 70 cents, of three pies, would pay the overhead ($3 \times \$0.42 = \$1.26$).

In order to make $4.00 for yourself (8 hours at 50 cents an hour), to pay for your labor and thus give you a profit, it would take $4.00 divided by 42 cents or 9.5) 10 pies more; that means a total of 13 pies a day.

How long does it take to make 1 pie?

Could you dispose of 13 pies a day?

Then it might be worth while to work up a business in pies, making different kinds according to the season of the year.

If you are operating a food shop yourself, the rent, light,

heat, depreciation, labor, advertising, etc., must be considered as your overhead, as explained in Lesson 1.

In your own home, with the simplest equipment, the daily expenses of a food shop or a wayside stand may be no more than $2.00 a day.

Perhaps you plan to specialize in doughnuts. They will cost about 20 cents a dozen; box and string 6 cents more, which makes 26 cents the cost. Selling price $0.60 sold direct to customer. Cost 26 cents; 34 cents margin.

If you make 34 cents on each dozen it will take 6 dozen to pay your overhead expenses of $2.00 per day.

If your labor for 8 hours is worth $4.00, it will take 12 dozen to pay for your labor.

This makes a total of 18 dozen for the day.

Or, if you are selling doughnuts for a consignor, you may get 12 cents for each dozen you sell. Then with overhead and labor at $6.00, dividing by 12 gives 60 dozen, which must be sold daily. Since that may be impractical, add other consigned articles to your list, until you are selling enough to pay you for your time and trouble.

CHANGING SMALL RECIPES TO LARGE ONES

In making some kinds of foods for a food shop, just as good results can be secured by making a large quantity as by making a small quantity.

Experiment with your equipment and your strength, making a little more each time, until you discover how much you can make at once without becoming overtired, or changing the quality of your product.

Increase the proportions of each thing, writing down the amounts on paper and verifying your multiplications to be sure they are correct before beginning to cook.

Increasing a Recipe

CREAM CAKES

For 1 doz. large or 3 to 4 doz. small.	*For 4 doz. large or 12 to 16 doz. small.*
½ cup butter substitute.	2 cups or one pound.
1 cup boiling water.	1 quart.
4 eggs.	16 or 1⅓ dozen.
1 cup bread flour.	1 quart or 1 pound.

Put water in saucepan, when it boils add butter substitute, heat until fat melts, add flour all at once, remove from fire and beat vigorously. Add one egg at a time beating between the addition of each egg. Shape on tin sheets using a pastry bag and plain tube.

Cream Filling

For 1 doz. cakes.	*For 4 doz. large cakes.*
1 cup milk.	1 quart.
⅙ cup flour.	⅔ cup or ⅙ pound.
½ cup scant sugar.	1¾ cups.
1 egg yolk.	4 egg yolks.
1/16 teaspoon salt.	¼ teaspoon.
½ teaspoon vanilla.	2 teaspoons.

Scald milk, add flour, sugar and salt; stir until thickened, cover and cook 15 minutes. Add egg yolk slightly beaten, stir and cook 2 minutes. Cool and add vanilla.

Chocolate Cream Filling

For 1 doz.	*For 4 doz.*
Cream filling 1 cup.	4 cups.
Sugar extra 1 tablespoon.	¼ cup.
Chocolate bitter ¾ ounce.	3 ounces.

Add melted chocolate and sugar to cream filling before adding the egg.

Coffee Cream Filling

For 1 doz.	*For 4 doz.*
Milk for cream filling, 1 cup.	4 cups.
Ground coffee, 1 tablespoon.	¼ cup.

Scald milk with coffee, strain and proceed as in cream filling.

Cream Filling with Whipped Cream

For 1 doz. cakes.	*For 4 doz. large cakes.*
Cream filling, 1 cup.	4 cups.
Heavy cream, ⅓ cup.	1⅓ cups.

Beat heavy cream until stiff, and add to cold cooked cream filling just before using.

You may get some suggestions from the following French Pastries based on cream puff.

Cream puff filled with whipped cream, frosted with white frosting and two small pink roses on top, or a wreath of pink roses around the top

Cream puff filled with whipped cream brushed with chocolate frosting and one pink rose on the side

Cream puff filled with whipped cream frosted with yellow

Cream puff filled with whipped cream sprinkled with pink sugar and powdered sugar

Tiny finger-shaped cream puff, filled, and garnished with a band of white frosting on top, a lavender leaf on top of that

Large finger-shaped puff, filled, brushed with pink frosting

Large finger-shaped puff, filled, brushed with chocolate frosting.

From the cream puff recipes, which we have increased four times, you will see that increasing a recipe is simply a case of multiplication, multiplying each ingredient by the same figure. For instance, in the filling for the cream puffs we multiply 1 cup of milk by 4, which makes 4 cups, or 1 quart milk. A quart measure or a quart bottle of milk would be an easier way to measure a quart than to measure 4 cups.

Four times 1/6 cup of flour makes 4/6 or ⅔ cup of flour, which is 1/6 pound. ⅔ cup would probably be an easier way to measure the flour but 1/6 pound gives you something to work with when figuring the cost.

One-half cup scant sugar would mean 1 tablespoon less for each half cup; 4 half cups would be 2 cups, and taking 1 tablespoon from each half cup would give us 1¾ cups.

Four egg yolks make an easy multiplication. 4/16 of a teaspoon of salt, when reduced by simple fractions, gives ¼ teaspoon, and it is easy to figure that 4 half teaspoons of vanilla make 2 teaspoons. It is a case of arithmetic and figuring more than anything else when one is increasing recipes.

The Cooked Salad Dressing illustrates how a recipe may be increased six times.

COOKED SALAD DRESSING

1 Recipe	*6 Times*
¼ tablespoon salt	1½ tablespoons salt
1 teaspoon mustard	2 tablespoons mustard
⅔ tablespoon sugar	4 tablespoons or ¼ cup sugar
Few grains cayenne	⅛ teaspoon cayenne
2 tablespoons flour	12 tablespoons or ¾ cup flour
1 egg or 2 egg yolks	6 eggs or 12 egg yolks
2 tablespoons melted butter	12 tablespoons or ¾ cup melted butter
¾ cup milk or cream	4½ cups milk or cream
¼ cup vinegar.	1½ cups vinegar.

This is another sample of multiplication. Six times ¼ tablespoon gives 6/4 tablespoons, or 1½ tablespoons salt. Multiplying 1 teaspoon by 6 we get 6 teaspoons, or 2 tablespoons mustard. The sugar is increased from ⅔ tablespoon to 12/3 tablespoons, or 4 tablespoons, which is ¼ cup.

You must use your own judgment about increasing "a few grains" of anything; ⅛ teaspoon cayenne is plenty for this recipe. Increasing the eggs is very simple. Two tablespoons melted butter gives 12 tablespoons or ¾ cup melted butter. Three-fourths cup milk or cream increased, is 18/4 or 4½ cups milk or cream; sour cream will be especially good in this dressing. ¼ cup vinegar gives 6/4 or 1½ cups vinegar.

Increase your recipes this way, and be sure that you increase every ingredient in order to have your results uniform.

TABLE OF WEIGHTS AND MEASURES

Study this table of measures adding to it the particular things you use so you can quickly write a larger recipe in large terms.

3 teaspoons equal 1 tablespoon
16 tablespoons equal 1 cup
2 cups equal 1 pint
4 cups equal 1 quart
4 quarts equal 1 gallon
8 quarts equal 1 peck

4 pecks equal 1 bushel
1 cup butter or substitute weighs 8 ounces.
10 medium candied cherries weigh 1 ounce
½ lb. cake unsweetened chocolate weighs 8 ounces
1 cup shredded cocoanut weighs 2⅘ ounces
1 cup cornstarch weighs 4½ ounces
1 cup flour weighs 4 ounces
4 cups almonds weigh 1 pound
2½ cups baking powder weigh 1 pound
3 cups cornmeal weigh 1 pound
3 cups shelled peanuts weigh 1 pound
3 cups shelled pecans weigh 1 pound
2 cups rice weigh 1 pound
3 cups raisins weigh 1 pound
2 cups granulated sugar weigh 1 pound
2⅔ cups powdered sugar weigh 1 pound
3½ cups confectioners' sugar weigh 1 pound
2⅔ cups brown sugar weigh 1 pound
4 cups walnut meats weigh 1 pound
16 ounces of anything dry weigh 1 pound
1 peck of apples weigh 12 pounds
1 peck cranberries weigh 8 pounds
1 peck potatoes weigh 15 pounds
1 barrel flour weighs 196 pounds
1 barrel potatoes weigh 165 pounds
1 medium lemon should yield 3 T. juice
1 medium orange should yield ⅓ c. juice

RULES FOR MEASURING

This series of lessons is not intended to be a course in elementary cooking, but since accurate measurements are absolutely essential in all "Cooking for Profit," and since several hundred recipes are included, the rules for measuring are put in here.

All measurements are *level.*

Standard measuring cups, divided into thirds and quarters and holding one-half pint each, 8 fluid ounces, are used.

These may be of glass, aluminum or tin, but there should be two or three in every kitchen, and all alike, as different makes sometimes vary in size. *Test yours.*

A cupful of liquid is all the cup will hold, unless the cup be one that has a rim above the one cup line. Butter, lard and such things are packed solidly into the cup until the cup is filled to the required line.

Flour, powdered sugar, confectioners' sugar, brown sugar and baking soda should be sifted lightly before they are measured.

All dry ingredients should be put into the cup with a spoon, instead of dipping the cup into the receptacle, and when the cup is filled to overflowing it should be leveled off with a straight edged knife.

If you have never tried it, you will be interested to take a cupful of flour out of the bag, sift it into a bowl, fill a cup with a spoon lightly and level it off. Much flour will be left in the bowl. If you shake the cup, rapping it violently against the table, you will find that at least one-fourth cup more flour may be added to fill the cup.

A cupful called for in these recipes is a cup filled with a spoon and leveled off without being shaken.

Tablespoons that hold one-sixteenth of a cupful or one-half an ounce of butter or liquid should be used. Be careful that dessert spoons are never taken by mistake.

The regulation teaspoon holds one-third of a tablespoon; that is, three teaspoons should fill a tablespoon.

A teaspoon or tablespoon of liquid is all that the spoon will hold. A teaspoon or tablespoon of butter, lard or other fat should be packed solidly and leveled off with a knife.

In most cases a spoonful of solid fat is the same as a spoonful of melted fat. A teaspoon or tablespoon of dry material is taken up lightly and leveled with a knife.

One-half spoonful is secured by dividing lengthwise with a knife. One-fourth spoonful is secured by dividing the half spoonful crosswise; one-eighth spoonful by dividing the quarter spoonful cornerwise.

One-third of a tablespoon would be a teaspoon. One-third of a teaspoon is secured by dividing in three parts crosswise.

To measure one-half a teaspoon of liquid take a teaspoon of liquid and pour half of it into another teaspoon. Then learn to gauge a half teaspoon with the eye. Learn how one-fourth of a teaspoon of liquid looks by putting half of the half teaspoon into another teaspoon. If you prefer, you may use the aluminum spoons, full, half and quarter, that come riveted together at the handle.

In large quantity cooking weights are often used instead of measurements. This saves time in some recipes and with accurate scales and careful work gives uniform results.

In general, however, cooking in very large quantities does not produce that "home-cooked" flavor and fineness so very desirable.

REFERENCE BOOKS

Boston Cooking School Cook Book, Fannie Merritt Farmer, $2.50.

Paul Richards' Pastry Book, $2.50.

Lessons in Cooking Through Preparation of Meals, Robinson and Hammel, $2.00.

Practical Cooking and Serving, Janet M. Hill, $3.00.

The Twentieth Century Book for the Progressive Baker, F. L. Gienaudt, $6.00.

Quantity Cookery, Richards and Treat, $2.00.

(The above books may be borrowed, one at a time, by *Members of the School*. Send 12 to 20 cents in stamps, according to distance for each book. Return or purchase within one week of receipt.)

COOKING FOR PROFIT
IV

HANDSOMELY DECORATED WEDDING CAKE

COOKING FOR PROFIT

PART IV

CAKES AND CAKE MAKING

THE CAKE SHOP, SELLING, ADVERTISING, PRICES, PROFITS; POPULAR CAKES, MEASUREMENTS; MIXING, BAKING, RECIPES; LOAF AND LAYER CAKES, POUND CAKES, FRUIT CAKES, SPONGE, SUNSHINE AND ANGEL FOOD CAKES, MACAROONS; FILLINGS AND FROSTINGS; CAKE DECORATIONS, DELIVERING CAKES.

THERE is undoubtedly a market for cake in almost any community of moderate size. Many women have not the time or do not know how to bake cake themselves, and are only too glad to purchase a superior article regularly or when they entertain.

You might in the beginning make cakes to order for your friends and their friends. At first there may be only 3 or 4 orders a week. Before long orders may come for cakes for receptions, lodge suppers, afternoon teas and parties; orders which are large enough to require more than a day for their preparation. Three hundred little cakes is not an unusual demand. Perhaps this may lead to the establishment of an attractive cake shop on the best street of a large city, or to a real catering business, where all the other dishes required for a party are provided in addition to the cakes.

Cater to people who demand the best and can pay well for it. There is no profit in cheap cakes. No one should expect to make cakes that are good enough to sell at a profit unless she has had some previous experience and success in making cakes.

A cake to be called successful should have these characteristics:

1. Light when handled, except dark fruit cake.
2. Light brown crust on all sides, showing that cake is neither under-baked nor over-baked.
3. Even surface, no cracks or humps.
4. Fine grain.
5. Smooth velvety texture.
6. If frosted, frosting that is attractive in appearance and that does not crack or stick when cut.

Selling Cake

Each specialty shop and home cake maker has her own names and variations in the style of cakes for sale, and in the flavor and character of the filling, frosting and decorations.

Perfect your own specialty; the kind of cake that your patrons like because it is especially good and different, and give it an attractive name in addition to its class name, as Orange Pound, Golden Puff Sponge, Lady White, et cetera.

In the beginning you will probably make your cakes in the ordinary family quantity. As your orders increase you can increase your quantities until you are mixing perhaps enough for 5 loaves at a time.

With an electric mixer you may be able to make 20 loaves at once, or 40 layers.

Standardize the size of your pans. Always use the same pans for the same kind of cake, unless you have orders for a special size.

Individual cakes, muffin pan size, smaller cakes for afternoon teas, loaf and layer cakes, all are popular.

Cakes may be sold through a food shop, a store, to a lunch room or directly to your customers.

A card in the local paper should secure orders in a community where much entertaining is done.

A dainty folder or card, listing the kind of cakes you will make to order, could be mailed to such people as you think would be interested.

YE ELMREST FOOD SHOPPE
is prepared to furnish

Real Home-Made Cakes

Quaker Oats Bread
With Nuts and Raisins

Home-Baked Beans (Saturdays)

Decorated Cakes for Special Occasions
Made to Order

*Real English Plum Pudding for
Thanksgiving and Christmas

---

* Orders for these should be given not later than November 10 to assure delivery for Thanksgiving, as they need time to mellow and develop that full, rich flavor.

Page 2 of a Four Page Folder

The card shown was sent out by one of our "Cooking for Profit" pupils. The business soon developed into a tea room, with cooked food as a side line. The "Favorite Cakes" and

"Chocolate Cakes" weigh 1¾ pounds each, when put into the pans. The "Fruit Spice Cake" weighs 3 pounds.

PRICE LIST OF

YE ELMREST FOOD SHOPPE

Quaker Oats Raisin Nut Bread, Loaf	$0.30
Baked Beans, Quart, $0.60; Pint	.30
Favorite Cake or Gold Cake:	
Plain	1.00
Frosted	1.25
Chocolate Cake:	
Frosted	1.75
Fruit Spice Cake:	
Plain	1.10
Frosted	1.35
Small Cakes for Afternoon Teas, per Dozen	.80
Plum Pudding, per Pound	1.50
Orange Layer Cake	1.75

Special Decorated Cakes: Prices quoted according to size and frosting

A delivery charge of five cents will be made on all orders amounting to less than fifty cents.

Twenty-four hours' notice must be allowed on all special orders.

Page 3 of the Same Folder

Another card shown, the "copy" for which was written for one of our members, has perhaps more sales value but is less dignified. Choose the style which you think will appeal to your prospective customers.

A neighborhood of high class apartment houses is a good field in which to start a business in cake making or other cooked food project.

Quality should be your first consideration, and patrons will be found among people of discriminating taste. who have money to gratify their taste.

The Best Cakes You Ever Ate!

Always Delicious

LADY BALTIMORE White Layer and Devil's Food Cakes that are wonderful!

ANGEL and SUNSHINE CAKES made with 18 new laid eggs are twelve inches in diameter and stand five inches high—they melt in the mouth.

LITTLE CAKES, square or heartshaped, frosted and decorated, are both dainty and delicious—no party is a complete success without them.

SPECIAL DECORATED Wedding, Anniversary and Birthday, Cakes make the day notable. They are made only on order and I need two days' notice.

All my cakes, French pastries, fancy rolls, sandwiches, cheese straws and other dainties, are made for your special use. Please phone me the day before, No. 1007

Try a Box of My Home-Made Candies

Mrs. Page's Cake and Candy Shop

710 North Third Street **MONROE, LOUISIANA**

After your business is started take note of customers' tastes and cater to them. Some cakes will sell well, and others will not sell, even in different sections of the same city. Keep watch of the sales.

Never sell a stale cake or one that is not up to your standard.

How Many Cakes Ahead

Cakes will keep better without frosting than with it. Keep covered in a stone crock with a damp cloth under the cover.

If you have a large cake shop, keep about 3 dozen individual cakes and 2 loaf cakes frosted ahead of your orders. Macaroons will probably all be sold every day.

Use for Stale Cakes

Cakes may be sold at cost at the end of the second day, or stale cake, crumbs and ends of cake that result from cutting cake in fancy shapes, may be rubbed through a coarse sieve, or when dry, run through the food chopper. Such crumbs may be substituted for half the flour in hermits, spice cakes and Boston brown bread.

Profit on Cakes

The most common way of charging for cakes, if they are to be sold, is to estimate the cost of materials and double it, or charge two and one-half to three times the cost, according to the cost of your overhead and willingness of customers to pay. A food shop may add one-third more to cover its overhead.

If elaborately decorated, an extra charge should be made proportionate to the time consumed in decorating. If original designs are worked out, the price should be proportionately graded.

Cake when cut and sold in a lunch or tea room must be priced higher than by the loaf.

Cake Prices

The following list of cakes, popular in a high-class food shop, may help you to choose your specialty in this line.

The small cakes are sold at from 60 cents to $1.44 per dozen. The loaf cakes, which vary in size from 8 by 4 inches to 8 inches square or 9 inches in diameter, sell for from 50 cents to $1.75 each, according to the size and the variety.

Rich dark fruit cake brings from $1.00 to $1.90 a pound.

Small decorated cakes sell for $1.50 a dozen up, and large decorated cakes up to $10.00 or more each. Angel Food Cake, small, $0.75; medium, $1.25; large, $2.00 to $3.00 if decorated.

POPULAR CAKES

Name	*Style*	*Filling and Frosting*
	WHITE CAKES	
Angel cake	Round loaf, hole in center	Japanese frosting
Angel cakes	Individual	Japanese frosting
Bride's cake	White loaf	White ornamental frosting
Caramel cake	Loaf	Nut caramel frosting
Caramel layer	3 layers	Nut caramel frosting between and on top
Caramel cakes	Individual	Nut caramel frosting
Chocolate layer	3 layers	Boiled chocolate frosting between and on top
White fruit	Loaf	Almonds, citron and cherries in cake
White loaf	White cake	Nuts in cake
	YELLOW CAKES	
Favorite loaf	Loaf	White frosting
Favorites	Individual	White frosting
Jelly	3 square layers	Jelly or jam between
Baby Baltimore	Individual	Pink boiled frosting
Lady Baltimore	3 layers	Boiled frosting with chopped nuts between layers, pink boiled frosting on top and sides
Maple layer	3 layers	Boiled frosting flavored with maple or made of maple sugar, between and on top
Owen Wister	3 layers	Boiled frosting with nuts and raisins between and a little on top; plain boiled frosting, flavored with almond and rosewater, on top and sides
Washington pie	3 round layers	Jelly or jam between
White mountain	3 layers	Boiled frosting between, powdered sugar on top
Chocolate cream	Loaf	Boiled frosting covered with melted chocolate
Currant cakes	Individual	Currants in cake
Golden puff sponge	Loaf sponge cake, hole in center	
Hazelnut cream pie	3 layers	Cooked filling with nuts between; boiled frosting on top sprinkled with chopped toasted hazelnuts
Lord Baltimore	3 layers	Boiled frosting with macaroons, nuts and cherries between; boiled frosting on top decorated with cherries and angelica
Orange sunshine	3 layers	Orange filling between layers; boiled frosting flavored with orange on top

Name	*Style*	*Filling and Frosting*
	YELLOW CAKES—Continued	
Petit Fours	Small sponge or pound cakes, assorted shapes	Covered with fondant, decorated with frosting, etc
Pound	Very rich loaf	
Roxbury cakes	Individual spice cakes	White frosting with small circle of chocolate frosting in center
Sponges	Individual sponge	
Unfrosted walnut	Loaf	Walnuts in cake
	CHOCOLATE CAKES	
Columbia teas	Individual chocolate	White frosting with bit of chocolate frosting in center
Chocolate caramel	Chocolate loaf	Caramel frosting.
Chocolate marshmallow	Chocolate loaf	White marshmallow frosting
Creole chocolate	3 layers, chocolate nut cake	Boiled frosting between and on top. Boiled chocolate frosting on top of white
Creole layer pie	1 yellow layer between 2 chocolate layers	Fudge frosting and marshmallows between and on top
Fudge squares	Thin chocolate nut cake cut in squares	
Fudges	Individual chocolate	Fudge frosting
Fudge cake	Chocolate cake with nuts	Fudge frosting
	FRUIT CAKES	
Dark fruit cake	Loaf	
Wedding cake	Very rich dark fruit cake	White ornamental frosting

MEASUREMENTS AND INGREDIENTS

Be very careful and accurate in all your measurements.

In all our recipes measurements are level. (See page 76.)

A good margarine may be used in place of butter. Nut margarine made with some cocoanut oil, sold under various trade names, is very satisfactory. For white cakes it need not be colored. It may be colored for yellow and dark cakes. Fewer or smaller cakes result from a mixture made with margarine in place of butter, and you may find butter more economical to use in spite of the difference in cost.

Too much butter makes a heavy cake.

Fine granulated sugar should be used unless the recipe specifies some other kind. Fine sugar may be secured by sifting the coarse granulated sugar through a fine sieve.

Too much sugar makes a coarse grained cake, heavy, and with a thick, hard crust.

Where recipes are increased several times, the difference in the amount of egg used, if they are very large or very small, will be considerable. Break the required number of average-sized fresh eggs, measure them and write the amount in your recipe. Then measure eggs thereafter instead of counting them. Usually 5 to 6 eggs, or 16 yolks, or 8 or 9 whites make one cup. Frozen egg whites and yolks may be used if the contents of a container can all be used in one day. They come in 10, 20 and 30-pound tubs.

Powdered milk dissolved in water may be used in place of fresh milk. It is convenient as it can always be on hand.

Water makes a more tender cake.

Use the best pastry flour, sifted once before measuring, unless the recipe calls for bread flour. Sponge cake, angel cake, and fudge cake are sometimes more successfully made with bread flour than with pastry flour. Special cake flour may be used with good success. If bread flour must be substituted for pastry flour, use 2 tablespoons less in each cup of flour called for.

Use a high-class baking powder and the kind with which you secure the best results. Some people prefer soda and cream of tartar in cake. You may use one-half as much cream of tartar as the amount of baking powder called for and one-half as much soda as cream of tartar if you wish. It is wise to use salt in all cake recipes.

Use good flavorings. The price you charge for your cake should cover any difference in cost between good and poor extracts.

Before Mixing Cake

Read and follow directions carefully as given under each cake recipe. Have the ingredients ready before beginning to make the cake. Sift flour before measuring it. Measure it and put into a sifter placed over a bowl, a tin plate, or a

large sheet of paper. Measure baking powder, salt and spices, if called for, on top of the flour. Some expert cake makers sift flour and baking powder together from two to ten times. It is best to have two measuring cups exactly alike, one for dry and one for liquid measurements. Measure sugar. Heat your mixing bowl with hot water, turn out the water, put in butter or margarine, which should be measured by packing solidly into the cup.

To Separate Eggs

Be very careful when separating egg yolks and egg whites. It is best to have two bowls and a cup or another small bowl. Break the egg by cracking it in the middle on the edge of the bowl. Let the egg white run into the small bowl and put the yolk into a medium-sized bowl, after turning it from one-half egg shell to the other, several times. If no yolk or shell are in the white, put that in the large bowl, break a second white into the small bowl, and proceed as before. If the least bit of yolk gets into an egg white, put it aside and use at some other time and take another egg for separating. By breaking each white separately, there is no danger of spoiling the other whites that have previously been broken.

Have the bottle of flavoring near at hand, but never remove the cork, and place it on the table. Hold it between the fingers while measuring the flavoring and return it immediately to the bottle.

Prepare and have at hand every other ingredient that is going into the cake.

Prepare the cake pans, and be sure the oven will be at the right temperature when the cake is mixed.

To Prepare Cake Pans

It is a safe precaution always to line your cake pans with paper, then grease paper and sides of pan, using a rubber-

set pastry brush and cooking oil. Pans used only for angel cakes and sponge cakes need not be oiled.

Angel cake pans with removable sides are best for these cakes.

Mixing Butter Cakes

For a butter cake, work the butter with a wooden spoon until very soft and of the consistency of cream. Add one-half or one-third of the sugar, a little at a time, to the butter and beat until light and smooth. The sugar should become completely dissolved in the butter. If the eggs have not been separated, beat them until light, adding gradually the remaining half of the sugar.

Add eggs and sugar mixture to the butter and sugar mixture, add flavoring and beat thoroughly.

Pour milk into the bowl in which the eggs were beaten, rinsing the egg beater in the milk.

Add a little of the sifted flour to the eggs, butter and sugar mixture and beat, add a little milk and beat, more flour and stir and beat, more milk, stir and beat, and continue until all are added.

If eggs are separated, beat whites until stiff and beat in gradually one-third the sugar called for. Put egg beater into the yolks and add one-third, or remaining sugar. Proceed as above, adding egg yolks and sugar to butter and sugar. Add egg whites and sugar at the last, cutting and folding gently until well blended.

Mixing Sponge Cakes

For a sponge cake, beat the egg whites until stiff, adding half the sugar gradually, then beat egg yolks and liquid if called for until very light, adding gradually the remaining sugar. Add flavoring and sifted flour to the egg yolks, beat thoroughly then add the beaten whites and fold or beat as the case may be.

Other and different methods are suggested for other recipes.

Dividing the sugar between the butter and the egg yolks and whites gives a finer texture and a lighter cake than if all the sugar is added to the butter.

Cakes in an Electric Mixer

With an electric mixer the ingredients can be put in one at a time, and it is not necessary to beat the eggs separately. For a very large batch, cream the butter until it is soft enough to drop, then add the sugar and cream from twenty to thirty minutes. Add remaining ingredients one at a time, allowing five minutes creaming after each addition, adding alternately the milk and flour sifted with baking powder and salt. Some cake makers prefer to sift the baking powder over the cake mixture, after flour is added, folding it in by hand. It is usually best to fold in beaten egg whites by hand after other ingredients are combined by machine. Egg whites may be beaten with the mixer in a separate bowl.

Cake at High Altitude

At one of the Western Universities experiments were conducted in order to find what variation, if any, should be made to adapt standard recipes for use at relatively high altitudes.

At an altitude of 7,200 feet a reduction of one-third in the amount of baking powder called for in a standard one-egg cake recipe, made a very satisfactory one-egg cake.

For a richer cake, the best results were obtained by using one-sixth less butter, one-eighth less sugar, and one-fourth less baking powder than the recipe called for. That would make the proportions in the Boston Favorite Cake as follows:

Instead of ⅔ cup butter, use 9 tablespoons or ½ cup and 1 tablespoon
Instead of 1⅞ cups sugar, use 1⅝ cups
Instead of 5 teaspoons baking powder, use 3¾ teaspoons.

Weigh Cake Before Baking

Weigh every loaf of cake before baking.

Learn and write on a card the weight of each kind of cake pan that you use; for instance, baby loaf, small loaf, large loaf, and layer.

Determine how many cakes of each size you should get from a given recipe and the weight of each cake, with and without the pan, before baking. Write these figures on cards.

For each cake you make for sale, put your pan on the scales and add cake batter until the weight is correct.

Always have the weight the same for each cake of a given kind.

The same size loaf does not weigh the same with different mixtures.

Cake pans should not be filled more than two-thirds full. Spread the batter well up on the sides and into the corners, leaving a slight hollow in the center. This makes the cake level on top when baked.

Use a spatula for cleaning your mixing bowls, but put the cake that is scraped out at one side, not in the middle of your cake pan. Not being as well mixed, the scrapings may make the cake fall if put in the center.

Small Cakes

Small cakes may be baked in muffin pans of different sizes or may be cut from a thin sheet of fine-grained rich cake. Small cakes and large cakes may be made from the same batch of dough. You must know how many small cakes you can get from a definite recipe.

Small steel baking cups, ungreased, are very satisfactory. Individual cups on a tin sheet are easier to handle than the pans that hold a dozen or sixteen little cakes, and more can be baked in the oven at one time.

Cakes may be easily measured by using an ice cream scoop to fill the individual cups. For small cakes, one that measures thirty-two to the quart is satisfactory, while for the larger cakes, the scoop that measures twenty-four to the quart may be used.

Try to get your small cakes with an even surface and no lumps on top, by having correct and even oven temperature.

Baking Cake

If you use an oven with a reliable thermometer, learn at what temperature your cakes bake best, and always maintain it. By experimenting with your cakes and your thermometer until you learn the temperature at which you secure the best results, you need never fear failure in your baking. You will find the temperature varies with different kinds of cake. For most cakes, the thermometer should register between 300° and 400° F.

TEMPERATURE AND TIME TABLE FOR CAKES

Cake	*Temperature*	*Time*
Angel cake	cold, 250, then 350° F.	45-60 minutes
Butter (layer)	375	20-30 minutes
Butter (loaf)	350	40-60 minutes
Chocolate (layer)	350	35 minutes
Chocolate (loaf)	325	45-60 minutes
Fruit	325	1¼-2 hours
Gingerbread	350	20-30 minutes
Jelly Roll	360	10-15 minutes
Nut	325	40-60 minutes
Newport Pound (layers)	330	30 minutes
Pound (loaf)	325	1¼ hours
Quick	350	45 minutes
Shortcake (individual)	450 until risen and browned, then 375	18-20 minutes
Sponge (layer)	350	30 minutes
Sponge (loaf)	325	60 minutes
Silver Sponge	250 to 300	45 minutes
Wedding	Steam three hours then 250 for an hour and a half	

Without a thermometer excellent results can be secured by lighting both burners of a gas oven for ten minutes, put-

ting in the cake and turning off all the heat for five minutes with small cakes and ten minutes with large cakes. Then turn on one or both burners part way and regulate as necessary. The temperatures given apply to oil stove ovens.

With coal or wood ovens have a good fire when the cake goes in, and increase heat slightly after cake has risen.

The thermometer may register 60 to 80 degrees below the temperatures given for gas and a little longer time may be allowed for baking.

The time required for baking may be divided into quarters: during the first quarter the mixture should begin to rise; during the second quarter it should continue rising and begin to brown; during the third quarter it should continue browning; during the fourth quarter it should finish baking and shrink from pan.

If cake cracks during baking it may be because the oven was too hot in the beginning and the gas in the loaf did not have a chance to escape before the formation of the crust. Sometimes it is because too much flour has been used.

If a cake falls after being taken from the oven, it is usually because it has not been baked sufficiently. Sometimes it is because too little flour was used.

A cake may be coarse-grained and heavy because

The recipe was not correct; or

The measurements were not correctly made; or

The cake was not beaten sufficiently while being mixed.

When a cake is correctly baked, it should

Shrink from sides of pan

Be an even brown color

Give only the faintest sound of bubbling when held close to the ear

A toothpick inserted in the center should come out clean

Cake should spring back when touched with the finger.

When baked, turn out the cake on a wire cake cooler that

there may be a free circulation of air on all sides of the cake while it is cooling.

A score card for judging your own cakes may help you to get uniform results.

SCORE CARD FOR CAKES

External Appearance		
Size or volume	5	
Color of crust	5	
Symmetry of form	5	
Evenness of bake	5	
Character and depth of crust	5	
Lightness of product	5	
	—	30
Internal Appearance		
Uniformity of grain	10	
Color of crumb	10	
Flavor (aroma)	15	
Taste	20	
Texture	15	
	—	70
Total		100

RECIPES FOR ESPECIALLY GOOD CAKES

Boston Favorite Cake

Cream until very soft and light
⅔ cup butter, add gradually
⅝ cup sugar and stir until well blended.
Beat
4 egg yolks until thick and lemon-colored, adding gradually
⅝ cup sugar. Add to first mixture with
1 teaspoon vanilla. Then add alternately
1 cup milk and
3½ cups flour sifted with
5 teaspoons baking powder and
½ teaspoon salt. Beat
4 egg whites until stiff, adding gradually
⅝ cup sugar. Fold into first mixture. Bake in a loaf from 40-60 minutes in a moderate oven or at 350 degrees F., or in layers from 20-30 minutes at 375 degrees F.; or in individual cakes for 25 minutes at 350 degrees F. This makes 2 loaves or 4 layers or 2 to 3 dozen small cakes.

Yellow Cake

Cream
½ cup (scant) butter and add gradually, while beating constantly,
½ cup sugar. Beat
1 whole egg and
5 egg yolks until thick and lemon-colored, adding gradually
½ cup sugar, and combine mixtures. Add
½ teaspoon vanilla or orange extract, then add alternately
½ cup milk and
1¾ cups flour sifted with
3¾ teaspoons baking powder and
¼ teaspoon salt. Bake in two layer-cake pans from 20 to 30 minutes in a moderate oven or at 375 degrees F., or in a loaf for 40 minutes, or in individual tins for 25 minutes at 350 degrees F.
This makes two layers or 24 small cakes.

White Cake

Cream
⅔ cup butter, and add gradually
1⅔ cups flour, sifted with
¼ teaspoon soda; then add
1 teaspoon almond extract and
1½ teaspoons lemon juice. Beat
6 egg whites until stiff, add gradually
1¼ cups powdered sugar, while beating constantly; combine mixtures and bake in a deep pan 1 hour in a slow oven or from 250 to 300 degrees F.
⅔ cup candied cherries
⅓ cup almonds, blanched and shredded, and
½ cup citron, thinly sliced may be added for a white fruit cake.

Bride's Cake

Make White Cake and bake in a loaf, or, if desired, in three molds of graduated size. Put together with frosting between and decorate with ornamental frosting. For a large cake three times the recipe will be needed. A Bride's Cake should contain a ring, a thimble, a coin and a button. These are very small and may be pushed into the cake just before frosting.

Chocolate Mocha Layer Cake—Tier Cake

With a wooden spoon rub until creamy
¼ cup butter or margarine, add
½ cup sugar, a little at a time, beating between each addition. Then add
2 squares melted chocolate and mix thoroughly. Beat
2 egg yolks, adding gradually
½ cup sugar and

½ teaspoon vanilla, and combine mixtures. Sift together
1⅓ cups flour
2½ teaspoons baking powder and
¼ teaspoon salt, and add alternately with
½ cup milk to first mixture. Then add
2 egg whites beaten stiff. Spread a portion of the mixture one-fourth inch thick in pan lined with paper and thoroughly greased, bake 12 minutes at 350 degrees F. and remove paper. Bake the entire mixture in this way, and put layers together with
Mocha Frosting, cutting them in two if necessary to make six layers. The finished cake should be two inches high. Cut in two-inch strips. Spread sides with
Frosting and sprinkle with finely chopped
Nut meats, or chopped, toasted
Cocoanut, or
Chocolate shot. Spread top with
Frosting, cut in squares and decorate with frosting delicately colored and put through pastry bag. Chill before serving that frosting may be firm.

Fudge Cake

Melt
4 to 8 ounces chocolate over hot water, add
2 egg yolks and very slowly
1 cup milk, sweet or sour, stirring constantly. Cook and stir over hot water until mixture thickens, then set aside to cool. Cream
½ cup butter substitute, and add
2 cups brown sugar slowly; add
2 teaspoons vanilla and
1 cup milk or boiled coffee alternately with
3 cups bread flour mixed and sifted with
1½ teaspoons soda and
1 teaspoon salt. Add chocolate mixture, beat thoroughly and bake 45 to 50 minutes in a slow oven or at 325° F.

Marshmallow Layer Cake

For marshmallow layer cake bake Fudge Cake in three square cake pans lined with greased paper. Remove cakes from tins as soon as they come from the oven. Place marshmallows immediately between and on top of the cakes. The heat of the cakes will cause them to melt slightly and adhere to the cake. Cover with fudge frosting.

Fudge Squares

Melt
2 squares chocolate, over hot water, add
½ cup butter, stir until butter melts and set aside.
Beat
3 eggs, adding gradually

1 cup sugar. Sift together
¾ cup bread flour with
½ teaspoon baking powder and
½ teaspoon salt. Add to eggs with
1 cup chopped walnuts and
1 teaspoon vanilla, then add chocolate mixture. Spread in shallow 10x15 pans, bake 15 to 20 minutes in a moderate oven or at 350 degrees F., and cut in squares while warm. This recipe should make 4 dozen fudge squares.

Pound Cake

Cream
1 cup butter less 1 tablespoon; add gradually
1½ cups flour. Beat
5 egg yolks until thick and lemon-colored and add gradually
1½ cups powdered sugar; combine mixtures, add
5 egg whites beaten until stiff
1 teaspoon vanilla and sift over
1 teaspoon baking powder. Beat thoroughly. Bake in an angel cake pan or bread pan 1¼ hours in a moderate oven or at 325 degrees F., or bake in a dripping pan, and when cold cut in fancy shapes, frost and decorate.

Hermits with Cake Crumbs

Work until creamy
⅓ cup shortening; add slowly
1 cup brown sugar
1 cup molasses and
4 beaten eggs. Beat mixture thoroughly, then add
1 teaspoon soda dissolved in
1 tablespoon cold water. Sift together
3 cups flour
4 teaspoons cinnamon
1 teaspoon allspice
1 teaspoon mace
½ teaspoon clove
1½ teaspoons salt and add alternately with
½ cup milk. Then add
3 cups fine dry cake crumbs
½ cup citron and orange peel cut in fine strips and
½ cup currants or raisins. Mix well. Spread in 4 greased dripping pans one-fourth inch thick, bake 10 to 12 minutes in a moderate oven or at 350° F. and cut in rectangles.

Light Fruit Cake

Cream
1 cup butter, add finely grated yellow rind
1 lemon and
⅓ cup sugar gradually. Beat
4 egg yolks until thick and lemon-colored, adding gradually

⅓ cup sugar, add to first mixture and beat thoroughly. Add
1½ cups flour sifted with
1 teaspoon baking powder
¼ teaspoon salt and
¼ teaspoon cinnamon. Add
¼ cup almonds blanched and shredded and
¼ cup mixed candied fruit; beat well and fold in
4 egg whites beaten until stiff with
⅓ cup sugar. Bake in deep pan lined with paper, oiled and sprinkled with
2 tablespoons each of flour and sugar sifted together, from 1¼ to 2 hours in a slow oven or at 325 degrees F.

Dried fruits or different nuts can be substituted for candied fruits and almonds, and flavoring extract for cinnamon.

Fruit Cake or Wedding Cake

Cut in pieces

1 pound raisins
¾ cup citron
⅓ cup candied cherries
⅓ cup candied pineapple and soak over night in
⅓ cup grapejuice. Cut in pieces
¾ cup almonds, and soak over night in
2 tablespoons rosewater. Dissolve
¼ tablespoon allspice
¼ tablespoon cinnamon
¼ tablespoon nutmeg and
¼ teaspoon clove in
2 tablespoons orange flower water and let stand over night.

Cream

½ cup butter, add
½ cup sugar and
2 egg yolks beaten until thick and lemon-colored; add
Spices and orange flower water
¼ cup grape jelly
1 teaspoon melted chocolate
2 egg whites beaten stiff and a portion of
1 cup flour browned in the oven and sifted. Beat, add fruit rolled in remainder of the flour, almonds, and
1 cup pecan meats. Mix well, pour into a well-greased pan, place in a larger pan of boiling water, cover with greased paper and bake in a slow over or at 250° F. for 1½ hours. Spread cake with

Almond paste moistened with white of egg and when this is firm, frost and decorate as desired. (Almond paste is made from blanched ground almonds mixed with sugar and egg white. It comes in one-pound packages and five-pound tin boxes, and it is much simpler to buy a can of it than to try to prepare it yourself.)

Sponge Cake

Beat
5 egg yolks until very light, then beat in gradually
½ cup sugar and
1 teaspoon vanilla. Beat
5 egg whites until stiff, adding
½ cup sugar and fold into the yolks. Mix
1 cup flour
1 teaspoon baking powder and
½ teaspoon salt, and sift and fold gently into the egg mixture. Bake in two layer cake pans for 30 minutes in a moderate oven or at 350 degrees F., or in a loaf for 60 minutes at 325 degrees F., or in individual cakes for 25 minutes at 350° F.

Little French Cakes

Cut
Sponge cake in layers one-fourth inch thick and cut in squares or diamonds about one inch in diameter. Cover with
Mocha frosting to make the cake ¾ inch high. Place on a wire cake cooler and put in refrigerator until frosting is firm. Melt
1 cup fondant over hot water, stirring all the time; add
½ teaspoon vanilla, remove from fire, cover the cakes with the fondant and decorate with
Mocha frosting forced through paper pastry tubes.

Mocha Cake

Bake Sponge Cake in tube pan and cut in three layers, put together with Mocha Frosting, cover sides with Mocha Frosting (page 107) and sprinkle with chopped nut meats. Spread top with more frosting, fill the center with frosting or with whipped cream and make a border of whole nut meats around the top.

Marshmallow Roll

Melt
1 square chocolate in double boiler, add
4 eggs and
½ cup sugar and beat with Dover egg beater over hot water until lukewarm. The mixture should be light and foamy. Remove from fire, beat until cold, add
½ cup flour sifted with
½ teaspoon salt
½ teaspoon cream of tartar and
⅓ teaspoon soda; fold over and over and turn into a dripping pan lined with greased paper. Bake in a moderate oven ten to fifteen minutes. Turn out on a sheet of paper sprinkled with powdered sugar, spread with marshmallow filling, roll up like jelly roll, roll paper tightly around cake and leave until cool. Spread with plain chocolate frosting. When ready to serve cut in diagonal slices. *Be sure to have the filling ready before cake comes from the oven.*

Sunshine Cake

To
Whites 10 eggs add
¼ teaspoon salt and beat until light. Sift in
⅞ teaspoon cream of tartar and beat until stiff. Beat
Yolks 7 eggs until thick and lemon colored and add
2 heaping tablespoons beaten whites. To remaining whites add gradually
1½ cups sugar measured after five siftings. Add
1 teaspoon almond extract and combine mixtures. Cut and fold in
1 cup pastry flour, measured after five siftings. Bake in angel-cake pan, first dipped in cold water, in a slow oven or at 325 degrees F. for one hour. Have a pan of hot water in oven during the baking. Frost as desired.

Angel Cake

Put
1 cup egg whites (9) and
¼ teaspoon salt into the electric mixing bowl and beat with speed 2 until foamy *or* use platter and wire whisk. Add
⅔ teaspoon cream of tartar and continue beating until whites are stiff. Add gradually
1 cup sugar sifted several times
¾ teaspoon vanilla and
⅓ cup flour while still beating. Remove beater and cut and fold in
⅔ cup flour, sifted several times, sifting it in slowly enough to prevent lumps from forming. Put the mixture into an unoiled angel-cake pan, with oiled paper in the bottom. Place cake in a cold oven, set the thermostat at 250 degrees F., light oven and leave cake for one-half hour, then raise indicator to 350 degrees F. for remaining part of an hour, when cake should be done. Invert on cake cooler.

Lady Fingers with Variations

Beat
3 egg whites until stiff and dry and continue beating while slowly adding
⅓ cup powdered sugar and
¼ teaspoon vanilla.
Beat
2 egg yolks until thick and lemon-colored, then carefully fold egg yolks into egg whites. Sift
⅓ cup flour with
⅛ teaspoon salt and cut and fold into the egg mixture. With pastry bag and plain tube or with teaspoon and a silver knife, shape the mixture on a tin sheet covered with unbuttered paper. Lady fingers should be made 3½ inches long and be sprinkled with
Powdered sugar just before being put into the oven. Bake 10 minutes at 360 degrees F. While still warm remove from paper with a knife and put together in pairs.

Variations

SPONGE DROPS: Shape Lady Finger mixture in circles 1½ inches in diameter and sprinkle with powdered sugar before baking. Put two together with jelly, frosting or whipped cream between.

SPONGE DROPS WITH CURRANTS: Shape like Sponge Drops. Put four or five dried currants on each Sponge Drop and sprinkle with powdered sugar before baking.

SPONGE DROPS WITH NUTS: Sprinkle Sponge Drops with chopped nuts and powdered sugar before baking. Walnuts, pecans, hickory or pistachio nuts may be used.

SPONGE DROPS WITH COCOANUT: Sprinkle Sponge Drops with finely chopped cocoanut and powdered sugar before baking. The cocoanut may be colored if desired.

Colored Cocoanut

To color cocoanut, sprinkle chopped shredded cocoanut on a sheet of white paper. Add a little color paste diluted with a few drops of water and rub evenly through the cocoanut. This makes a very attractive and unusual garnish. Cocoanut may be browned in the oven. Prepared in this way it is often used on cakes in place of chopped nuts.

Walnut Bars

Beat
2 eggs until light, add gradually
1 cup sifted brown sugar and beat again. Then add
1 cup chopped nut meats
1 cup chopped stoned dates
5 tablespoons flour sifted with
½ teaspoon baking powder and
Few grains salt. Bake 10 minutes in moderate oven or at 325° F. in a greased pan 7 by 10 inches. When cool sprinkle with
Powdered sugar and cut in bars one inch wide and two inches long.

Macaroons

Break
½ pound almond paste into small pieces and mix with the hand, adding gradually
1 scant cup of sugar and
4 egg whites, which should be a scant half cup. When perfectly blended stir in
⅓ cup powdered sugar. Shape with pastry bag and plain tube on tin sheets covered with thin paper, let stand 5 minutes, and bake in a slow oven or at 300° F. for 30 minutes. Remove from oven, invert paper and macaroons, and wet paper with a cloth wrung out of cold water, when macaroons may be easily removed.
This recipe should make two dozen macaroons.

Macaroon Variations

ALMOND MACAROONS: Prepare macaroons as in recipe above, and before baking sprinkle with almonds, blanched and shredded or chopped.

WALNUT MACAROONS: Shape macaroon mixture in ovals 2½ inches long and 1½ inches wide. Put a small piece of walnut meat on top of each macaroon before baking. After baking put the flat sides of two macaroons together, using a bit of frosting if necessary to hold them in place.

CHERRY MACAROONS: To macaroon mixture add finely chopped cherries. Shape in rounds 1½ inches in diameter, and place half a candied cherry on top of each macaroon and bake. As soon as they are removed from paper put two macaroons together.

MACAROONS FRENCH STYLE: Shape macaroon mixture with pastry bag and star tube in strips, circles, and fancy shapes. Let stand overnight before baking. Decorate with bits of candied fruit and thin white icing.

MACAROONS GERMAN STYLE: Shape macaroon mixture with small plain tube. Have three small rounds in a line, or in cloverleaf shape, or have two or four rounds close together. When cool, decorate with colored frosting forced through paper pastry bag and with tiny silver or colored candies.

PIGNOLIA MACAROONS: Shape macaroon mixture in ovals 2 inches long and ½ inch wide. Sprinkle with pignolia nuts and bake.

RAISIN MACAROONS: Shape macaroon mixture in irregular piles 2 inches long and 1 inch wide. Brush with egg whites and put a raisin on top of each before baking.

VALENTINE MACAROONS: Make plain macaroons. When baked and cool cover with confectioner's frosting, and on one side place a tiny bird shaped from almond paste mixed with enough confectioner's sugar to make it easy to handle. The birds may be colored if desired.

MOCK MACAROONS

Put ½ cup dry bread crumbs through purée sieve, mix ⅓ cup sugar, 1 teaspoon almond extract and ⅛ teaspoon salt. Add 1 egg unbeaten. Use 1 tablespoon of mixture for each macaroon, shape in round balls and bake on tin sheet in moderate oven.

SHAPES FOR LITTLE CAKES (PETIT FOURS)

When a sheet of cake is cool, it may be cut in the following shapes, using a sharp knife or a cookie cutter:

Square—1 to 2 inches square

Rectangular—2 inches by 1 inch

Oval—2 inches long

Circle—1 to 3 inches in diameter
Triangle—2 inches by 1½ inches by 1½ inches
Diamond—1½ inches on each side
Cutlet—2 inches long

Avoid waste in cutting cakes, and use the crumbs in making an inexpensive crumb cake or hermits.

Fillings and Frostings

Cakes may be split and a jelly, nut, or cream filling or frosting put in between. They may be covered with frosting on top only, or the sides may be covered as well.

FROSTINGS

The favorite frosting on loaf and layer cakes is a boiled frosting, light and fluffy, beaten by hand or an electric mixer. This may be piled irregularly on top of the cakes.

Sometimes it is smoothed and covered with a thin layer of melted bitter chocolate, or with boiled chocolate frosting, or it is decorated in different ways.

Different cakes which are covered with the same frosting may be distinguished by a different kind of scroll on the frosting, made with the handle of a knife as soon as frosting is put on the cake.

How to Make Perfect Boiled Frosting

If you have difficulty in making boiled frosting, note every point suggested below. These are not repeated in the recipe.

Use fresh, cold eggs.
Have egg whites ready in a bowl before cooking the sugar.
Measure sugar accurately.
Water may be hot or cold.
Stir sugar and water until sugar is dissolved over very low heat. A wooden spoon is best for this.

Add cream of tartar to prevent the formation of sugar crystals.

Bring syrup quickly to boiling point.

Do not stir again.

If you use a thermometer, put it in cold water and bring slowly to boiling point, to test thermometer. It should register 212° F. Put thermometer in syrup as soon as syrup reaches the boiling point. Keep the water hot and as soon as syrup reaches proper temperature, remove thermometer to hot water. Putting the thermometer into cold water may cause it to crack.

Wash down sides of saucepan with a pastry brush dipped in cold water.

Begin to beat eggs as soon as syrup is boiling vigorously. A double whirl egg beater or a whisk may be used.

When whites of eggs are stiff, add 1 tablespoon syrup and beat it in while syrup continues to boil.

Add another tablespoon of syrup in the same way, and another until 5 tablespoons have been added.

If you have no thermometer learn to gage by the appearance of the syrup when to begin to test for the long thread.

Remove saucepan from heat, while testing syrup. To test for a thread:

Hold a spoon of syrup above the saucepan, letting it run back. The syrup is cooked sufficiently when a fine thread, 8 to 10 inches long, flies from the spoon with almost the last drop of syrup.

Remove from fire when correct temperature is registered on the thermometer, or when you get the long thread.

If assistance is at hand, let one person beat the egg whites while the other person pours the syrup on the eggs in a fine steady stream.

If working alone, pour a little syrup onto the egg whites, letting it go over the surface instead of in one place only, then beat vigorously.

Add a little more syrup and beat.

Continue until all is added, adding flavoring before the last bit of syrup is added.

Do not scrape any syrup from the saucepan lest it make the frosting grainy.

Beat until of the right consistency.

The right consistency for frosting may be soft and shiny, so that it runs off a little. It may be stiff enough to hold its shape when put on roughly with a circular motion of the spoon.

Do not try to make smooth frosting smoother. Let it smooth itself as it runs over the cake.

If frosting is not *stiff enough*

Beat longer or

Wait until frosting is cooler, or

Place bowl of frosting over hot water and fold over and over until of desired consistency, or

Add sifted confectioner's sugar.

If frosting is *too stiff*

Add few drops hot water or

Add few drops of lemon juice.

Boiled Frosting at High Altitudes

The *Journal of Home Economics* suggests that if a temperature is known to be satisfactory at a certain altitude for a certain candy or icing, probably satisfactory results would be obtained at other altitudes by decreasing this temperature one degree F. for each 500 feet increase in altitude.

Boiled Frosting Recipe

Put
1½ cups sugar in saucepan, add
½ cup water and
⅛ teaspoon cream of tartar, stir until sugar is dissolved and bring to boiling point. Beat
2 egg whites until very stiff, add gradually and one at a time five tablespoons of the boiling syrup, beating constantly. When syrup registers 240° F. on the thermometer or it spins a very long thread, remove from fire, and add gradually to the egg whites, beating constantly; add
1 teaspoon flavor and use as desired. If not stiff enough to hold its shape, place over hot water and fold over and over until mixture begins to get sugary on the inside of the bowl, then remove from the fire and fold over and over until cold. Cover with a damp cloth and use at any time during the day. If any is left over it may be used the next day for chocolate frosting.

Marshmallow Frosting

Add to
Boiled frosting while still warm
24 marshmallows cut in small pieces and fold over and over until stiff enough to hold its shape.

Maple Frosting

Use maple flavor in boiled frosting or make frosting with maple sugar in place of granulated sugar.

Chocolate Frosting

Add to boiled frosting enough chocolate melted over hot water to give the desired color and flavor.

Boiled Frosting with Electric Beater

Put in saucepan
3 cups water, add
8 cups sugar, stir until dissolved and bring to boiling point.
Put in beater
1½ cups egg whites and begin beating. Add to syrup
1 teaspoon cream of tartar and boil to 228 degrees F. Pour over egg whites, which should be very stiff. Beat until very light.

Nut or Fruit Frosting

To boiled frosting add chopped nuts of any kind, desiccated cocoanut or figs, dates or raisins, or pounded macaroons, alone or in combination.

Pink Frosting

To boiled frosting add rose color paste and flavor with raspberry extract.

Caramel Frosting

Use all brown sugar or part brown sugar and part white sugar in making boiled frosting.

Coffee Frosting

1 cup sugar
½ cup brown sugar
½ cup coffee infusion
2 egg whites
½ teaspoon vanilla
Few grains salt
Make like boiled frosting.

Eight Minute Caramel Frosting

Put in top of double boiler
1 cup brown sugar and
3 tablespoons water, stir until sugar is dissolved, add
1 egg white and beat over boiling water eight minutes, or until light and stiff, using double whirl egg beater.

Uncooked Ornamental Frosting

Put
3 egg whites in large platter or in electric mixer, add
2 teaspoons cream of tartar and beat until very light, adding, a spoonful at a time
1 pound sifted confectioners' sugar. Add
1 heaping spoonful marshmallow cream and
1 teaspoon vanilla and beat twelve minutes in electric beater or with whisk until stiff enough to hold its shape.

Mocha Frosting

Cream
½ cup washed or unsalted butter and add gradually
1½ cups sifted confectioners' sugar and
2 tablespoons warm strong coffee, a few drops at a time.
Color and flavor as desired. For
Chocolate Mocha Frosting add
2 tablespoons breakfast cocoa.

Japanese Frosting

Work until very creamy
½ cup butter, add slowly while beating
1 cup confectioners' sugar. Beat
4 egg whites until stiff, beat in gradually
2 cups confectioners' sugar; combine mixtures, add
½ teaspoon vanilla and more sugar if needed. Use for a rough frosting or for decorating cakes as desired.

Chocolate Japanese Frosting

Melt
6 squares chocolate over hot water and add slowly to Japanese frosting.

Fudge Frosting

Melt
2 squares chocolate over hot water, add
1 cup sugar
1 tablespoon flour and
Few grains salt, mixed together. When smooth, add
⅓ cup milk slowly. Stir until sugar is dissolved and cook until it forms a soft ball in cold water. Add
2 tablespoons butter and
¼ teaspoon vanilla, cool, beat until of the right consistency to spread without running and pour over cake. If frosting becomes too thick, set the pan of frosting over hot water and stir until frosting softens and then pour over the cake.

CAKE DECORATION

Cakes are decorated for special occasions and holidays.

It is difficult in a few pages to go into great detail with regard to decorating cakes. Many diagrams may be found in *The Twentieth Century Book for the Progressive Baker,* by F. L. Gienandt.

Decorations may be of frosting, plain or colored, forced through pastry bags of cloth or paper.

For wedding and bride cakes, white frosting is best. For birthday cakes and cakes for holidays and other special occasions, colored decorations on a white background may be used effectively.

A cloth bag with metal tubes, the ends cut in many different ways, may be purchased from a dealer in kitchen furnishings. These are best when white frosting is used. Illustrations of ninety-six different small cake ornamenting tubes may be secured from A. H. Loehr, 20-22 Kneeland Street, Boston, and from other dealers.

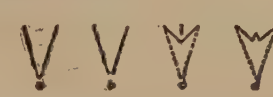
Paper tubes may be quickly made from a sheet of thin, firm brown or letter paper 8½ by 11 inches. Cut from corner to corner into two triangular pieces and form each into a cornucopia by holding the two sharp ends, making the

point come in the middle of the longest side, not at the corner of the paper. Turn in edges to hold the shape. Clip the point of the funnel or cornucopia to leave a small round opening of desired size for dots, lines and writing.

For leaves, press the point of the paper funnel flat, clip off one-fourth inch from the end, clip off the corners, making a V point, and make a slit one-eighth inch long in the point of the V. For large leaves and petals clip more from the end, making a larger split V.

For some flower petals, flatten and clip off the point of the funnel as before and cut two notches in the end, making the shape of the letter M or W.

The following diagram shows how to cut the paper tubes to give these different shapes:



Paper tubes are especially satisfactory when several different colors are being used.

Color pastes that are certified by the Federal Government should be used, and all colors should be light and delicate. These can be diluted when liquid colors are required.

To Decorate Cakes

"Half fill a paper funnel with frosting, bring edges of open end together, fold in the corners and fold over twice, that frosting may not come out at the top. Hold the funnel in the right hand with the little finger toward the point of the tube and the thumb and forefinger closed tightly above the frosting. Force the frosting gently through the hole in the end of the tube by squeezing with the right hand and guiding with the left hand. Allow the tube point to rest lightly on the surface to be decorated. Conventional designs may be attempted at first, and soon it will be possible to make

flowers and leaves. Do not use a tube after it has become soft and out of shape at the point."—From *Candy Cook Book,* by Alice Bradley.

Flowers, leaves and stems may be effectively used for cakes. Simple ones can be made with paper points only. The metal tubes are best for elaborate flowers. These can be used with the paper funnel, cloth bags or metal syringe. If possible copy from the fresh flowers or from good colored pictures for

Wild roses
Rosebuds
Chrysanthemums
Forget-me-nots
Brown-eyed Susans
Jonquils
Bachelor buttons
Violets, yellow and purple
White wild roses with silver dragées in the centre
Lilies of the valley
Sweet peas
Holly
Poinsettias
Butterflies.

Designs can be beautifully painted with a fine brush and color paste on smooth white frosting.

For ornamental frosting decorations you can use

Boiled frosting
Uncooked ornamental frosting
Mocha, or butter frosting
Japanese frosting

recipes for which are given on pages 106, 107.

Other Decorations

These may be used in geometric or fancy designs on large or small cakes.

Nuts:

Almonds, blanched and cut, or shredded and toasted, or split for flower petals with a tiny chocolate cream in the center.

Walnuts, whole or cut in pieces.
Pecans, whole or cut in pieces.
Pistachio nuts, blanched and sliced, or blanched and chopped, or split for green leaves.
Cocoanut, plain or colored, in long shreds or chopped.
Candied cherries, pineapple or plums cut in small pieces.
Angelica, for stems and leaves.
Citron, for stems and leaves.
Candies:
Hundreds and Thousands (the tiniest colored candies).
Candied caraway seeds.
Gum drops, cut in thin slices and laid on the cake to form small flowers, with a dot of yellow fondant in the center.
Green gum drops for leaves.
Marshmallows, the edges cut in fine strips for petals of daisies or chrysanthemums, with colored centers.
Chocolate shot.
Almond paste, colored and shaped as flower petals or small fruits.
Modeled flowers from gelatine mixture.

Gelatine Frosting for Modeled Flowers

Soak
1 teaspoon gelatine in
2 teaspoons cold water, dissolve in
3 teaspoons boiling water, strain through fine strainer and gradually stir in sifted
Confectioners' sugar until mixture is stiff enough to knead. Color and flavor as desired, and shape into flowers and leaves.

Suggestions for Decorating Cakes

Plain boiled frosting with a pecan nut meat in the center
Plain boiled frosting with raisins and nuts in it
Plain boiled frosting sprinkled with toasted cocoanut
Plain boiled frosting sprinkled with colored cocoanut

Plain boiled frosting with a tiny bunch of purple grapes with green tendrils of frosting put through paper pastry bag
Plain boiled frosting with lavender sweet peas, green stem and leaves made with pastry bag
Plain boiled frosting with wreath of pink or yellow roses put through pastry tube
Plain boiled frosting with 5 petals cut from pink gum drop, tip of yellow gum drop for center, and stem cut from green gum drop
Plain pink frosting with border of silver dragées
Lavender frosting sprinkled with lavender and white cocoanut
White frosting with sweet peas modeled from gelatine frosting
White frosting with red poinsettias modeled from almond paste
White frosting on small round cake with green Christmas tree and yellow candles painted on.

Delivering Cakes

Deliver your cakes in firm folding boxes, made to order if necessary, of a size to just hold the cake without crushing.

For decorated cakes the box should be large enough to allow for cut or crushed tissue paper between the box and the cake. The cake may be fastened to a cake board with frosting. The top of the box, "This side up with care," may be indicated with a paper flower.

For sending fruit cakes by mail, provide tin boxes just the size of the pan in which the cake is baked.

The classified telephone directory of the nearest large city should give you names of box manufacturers. The express and freight on boxes makes it necessary to purchase such supplies near your locality.

REFERENCE BOOKS

Lessons in Cooking, Robinson and Hammel, $2.50
Boston Cooking School Book, Fannie M. Farmer, $2.50
Paul Richards' Pastry Book, $2.50
The Twentieth Century Book for the Progressive Baker, F. L. Gienandt, $6.00
Boston Cook Book, Mary J. Lincoln, $2.25
Practical Cooking and Serving, Janet M. Hill, $2.50
The Candy Cook Book, Alice Bradley, $1.75
For Luncheon and Supper Guests, Alice Bradley, $1.00
Party Eats, Alice Bradley, Woman's Home Companion, 40c.

COOKING FOR PROFIT
V

MAKING FONDANT IN KITCHEN OF A "HOME MADE" CANDY SHOP

COOKING FOR PROFIT

PART V

CANDY MAKING

OPPORTUNITY FOR HOME CANDY MAKING; EQUIPMENT; PURCHASING SUPPLIES; PROFIT; USING THE SCRAPS; PACKING FOR DELIVERY; BEST SELLERS; FUDGES; FONDANT AND ITS USES; CARAMELS; PEANUT BRITTLE; TURKISH PASTE; BUTTERSCOTCH; CHOCOLATES; FAVORS; NUTS.

THE consumption of candy in the United States has increased greatly in the past few years. The most conservative estimate places it at 13 pounds per person for the year at an average cost of 75c a pound. More candy is purchased in the winter than in the summer. In the hope of getting part of the profits on such a business, many women have started to make candy in their own homes, and have quickly built up a business as large as they could handle.

One woman, after eight years, is supplying candy to 120 retail stores, and at Easter sold 30,000 Easter eggs. Another woman, one Christmas, refused orders for 4,000 pounds of candy. A woman whose husband takes care of the sales chiefly to workers in offices and in banks, has been able to purchase a seven-passenger car to use in deliveries.

Equipment

The equipment required in the beginning is not expensive. The following articles will be found sufficient at first:

A good reliable thermometer, at least 12 inches long and one that registers up to 420 degrees Fahrenheit. This costs about $2.50. A smaller one may be used, but is harder to read.

A set of scales
Measuring cups and quart measure
Spatula, 3¾ inches wide and 4½ inches long
For large batches, spade 7 inches wide with handle 2½ feet long.
Case knife
A long sharp knife
A set of candy knives, four pieces, which can be purchased from the School
Wooden spoon
Tablespoons
Teaspoons
Saucepans of agate, aluminum or copper with straight sides and smooth bottom
Double boiler
Caramel pans
Mint dropper
Bonbon dippers may be purchased or fashioned at home from a piece of No. 14 wire. They should be 6 inches long and the open bowl of dipper ¾ of an inch across
Iron bars are convenient to have and may be bought at a blacksmith's shop at so much a pound. They should be ¾ of an inch or 1 inch square and as long as your table is wide. The opening between may be made of any size, and candy may thus be cooled on the table without the use of a pan.
A large marble slab or table, a porceliron table or a zinc table are desirable to have, but a large enamel tray, or a large platter will be sufficient to start with, and as the business grows you can get what you need. Old-fashioned marble top tables can often be purchased at a second-hand store. Do not stock up with unnecessary equipment.

As your business grows you will probably need

Molds of plaster to make impression in starch, for shaping centers of chocolates
Starch trays, 2 feet square
Batch warmer, for pulled candies.

The Thermometer

A candy thermometer is essential if one makes candy professionally. When using the thermometer be sure each time to place it in a saucepan of water and bring to the boiling point to see if it registers 212 degrees F. when the water boils.

If your thermometers register 210 degrees F. at boiling point, your candy has to be cooked 2 degrees less than the degree given in your recipe. If the boiling point registers higher than 212 degrees cook your candy to a higher temperature. If tested each time there is no danger of spoiling your batch of candy.

Be sure that the size of the pan is adapted to the amount of candy that is to be cooked, and that the bulb of the thermometer is covered by the mixture in the saucepan, otherwise you will not get a correct registration.

When cooking in an aluminum saucepan, remove it from the fire when the thermometer registers 2 degrees below the temperature to which the candy is to be cooked, as aluminum holds the heat and candy will finish cooking after being taken from the stove. Remove thermometer when candy is finished and place in boiling water. When not using keep hung up to prevent breakage.

Where and What to Buy

Get in touch with a reliable dealer in confectioners' supplies. There are several in every large city. They can furnish special articles of equipment, flavoring oils, colors, coating chocolate, nuts, almond paste, glucose and other sup-

plies, and the special kinds of paper, as rice paper, chocolate dipping paper, and wax paper. One woman usually has a standing order for 600 pounds of coating chocolate weekly!

Buy sugar by the hundred-pound bag or by the barrel, which holds between 300 and 400 pounds.

Buy corn syrup in No. 10 cans, by the case, or use glucose, which comes in small barrels or tubs. Use ½-pound glucose, to replace 1 cup corn syrup called for in our recipes. It is usually removed from the container with the hand which is first dipped in cold water. Before taking out the glucose, place on your scales the saucepan that you are to use and note the weight. Then add the glucose, weighing kettle, glucose and all. The difference in weight indicates the amount of glucose added, and should be the same as the amount called for in the recipe, or as suggested above, ½ pound for each cup called for. This is added to give to candies the proper texture, and keep them from becoming "grainy." White corn syrup is best.

Purchase oils for flavoring. They come in 1-pound containers. Only a few drops are required for 1 pound of fondant or other candy.

Buy vanilla by the quart or gallon. Use a first quality vanilla, not vanillin, in high-class candies.

Nuts may be purchased out of the shell. Sometimes, however, the shelled nuts are of inferior grade, and it may be wiser to purchase nuts in the shell, and shell them yourself.

Profit in Candy Making

Estimate the approximate cost of making the mixture which you plan to sell, the length of time required to make and pack the candies, the cost of paper, individual paper cups for holding bonbons and chocolates if you use them, and the cost of the candy boxes. When you estimate the cost of your time, materials and boxes, you will find there is a

good profit in candy making. Sixty to ninety pounds of fudge a day can be made by one woman and a strong assistant. This makes an excellent side line if not successful as a business of itself.

Many women are able to get from 85c to $1.50 for almost every pound of candy they make.

The following figures will serve as an example of the profit on seventy pounds:

FUDGE

To make 1 lb.	To make 70 lbs.	Unit Cost	Total Cost
Butter, 1 tablespoon	60T=1⅞ lbs.	$0.48 lb.	$0.90
Sugar, 2 cups (1 lb.)	120c=60 lbs.	.08 lb.	4.80
Milk, ¾ cup	45c=11¼ qts.	.16 qt.	1.80
Chocolate, 2 squares (⅛ lb.)	120 oz.=7½ lbs.	.44 lb.	3.30
Vanilla, 1 teaspoon	60t=20T=1¼c	2.16 qt.	1.62
Boxes, 1	60	.05 ea.	3.00
Overhead—(as estimated, Part I)			
Making 1 day		1.26	
Packing 1 day		1.26	2.52
Cost		$0.26 lb.	$17.94
Selling Price		.75 lb.	52.50
Difference		.49	34.30

When 70 pounds of fudge a day are made and sold for 75c a pound at an apparent profit of $34.30, it looks like a lot of money. If two people spend all one day making it, and another day packing, and someone else is spending two days taking orders and delivering the candy, the $34.30 divided by 6 days' work means $5.85 per day per person, and a good wage.

If all your candy is sold to dealers to be resold, the $10.00 which we have here figured for taking orders and delivering the fudge may be their profit; that is, they can pay you 57½c or maybe 55c a pound and make a profit of 25% to 30% selling it at 75c, leaving you a profit of about 50%.

Other candies can be figured in the same way, and one should know just how one stands financially every day, or at least every week.

Some home candy makers work three days a week making candy, and spend the remainder of the week packing it in boxes. Others keep assistants busy most of the time cutting up and packing for market.

With sufficient room and equipment, and a force consisting of the woman in charge, who makes some of the candies, two other candy makers, two chocolate dippers, two packers, and a man who comes when needed to pack and nail up the wooden cases, from 700 pounds to 1,000 pounds a week of high-class homemade candies can be turned out.

Chocolates can be made up ahead; other candies are best when freshly made.

Using the Scraps

Broken pieces of candy, crumbly fudges, trimmed off edges of candy, and scraps of all kinds should be saved in a sort of "stock kettle." When a sufficient amount accumulates, weigh it. For each pound add ¾ cup milk or water and two ounces of chocolate, or less, according to the amount of chocolate in the scrap. Cook and finish like fudge. Sell at a reasonable price under a particular name as Belgian Fudge.

Waste nothing—material, paper, string, boxes or time—and you will surely be able to clear a good profit on homemade candy.

Names of Candies

Perhaps some of the following names will give you a suggestion for naming your product or shop:

Kozy Korner Kandies
Dutch Cottage Candies
Cynthia Sweets
Maple Sugar Specialties
The Sweetest Story Ever Told
Copper Kettle Candies

Kandy Kitchen
Longwood Sweets
Corner Cupboard Candies
Ye Chocolate Shoppe
Eatmore Candies
Green Parrot

Packing and Delivery

Boxes can be purchased from 2½ cents up. If you have an office trade, the cheap box is acceptable because as soon as emptied it goes into the waste basket. You will need better boxes for the home trade. These will cost from 5 cents to 10 cents each for the half-pound size, and from 8 cents to 12 cents for the pound size. Experiment with sizes until you have those just large enough to hold one-half or one pound of your own kinds of candy, then have the boxes made to order with your special name and trade-mark on the cover.

One woman who has built up a very large business has always used simple, inexpensive boxes, preferring to put her money into first-class material instead of into fancy paper, ribbon and cardboard.

Unique arrangements for packing, such as decorated tin boxes, boxes representing bales of cotton, and other unusual styles, have proved profitable to some makers.

Paraffin paper should be used to line each candy box, and may be used to wrap the boxes. A paper seal may fasten the wrapper.

For Christmas trade a red ribbon may be tied around the box under the paper.

Boxes must be wrapped again in plain white paper for delivery.

For mailing, the box should be wrapped again in corru-

gated paper and then in strong wrapping paper, and firmly tied with string. Make every effort to protect the candy from being broken when received.

Where many boxes go to one address they are packed in wooden cases and shipped by express.

Paraffin Paper

Paraffin paper comes in several different weights and sizes. It can be cut to order to fit candy boxes, and to wrap caramels, lollypops, etc. It is sold by the ream or by the package, usually by the concern from which you get your candy boxes.

Buy the quality and size that you can use without waste. 1 ream, or 500 sheets, costs about $2.10.

Marketing Your Candy

Market your things neatly and attractively and be sure your profit is right from the start, so that you will not have to raise the price.

You will find you will have no trouble to market your goods if quality is your watchword. You can often sell to hotels, tea rooms, clubs and schools.

If your business grows so fast that you have to have assistants to help you fill your orders, get people who will do the work just as you have done it; that is, do not allow your candy to deteriorate in the slightest degree because you are not doing it all yourself.

The motto of the efficient business person, whether man or woman, is "Do not do anything that you can get somebody else to do." There is more money in the management of a number of people than in doing everything yourself, but you must be very careful that your quality does not suffer in any way as your trade increases.

Best Sellers

There are many kinds of candy that should not be attempted by the inexperienced candy maker, but the following are made successfully in the home:

Assorted chocolates
Assorted fudges
Cream mints
Cream caramels
Bonbons
Peanut brittle
Corn balls
Butterscotch in different forms
Stuffed dried fruits
Salted nuts
Glacé nuts and fruits

One woman who is making a great success of the candy business tells in these words what kinds of candies people like best.

"Men's taste is quite different from that of women. Men do not care so much for the rich, creamy candies which women prefer. They like something with more 'body' to it; something they can really chew on. They are fond of chocolate, but they want the center to be nuts, or nougat, or caramels, or molasses. And they like something that has salt in it."

Enlarging the Recipe

Great care must be taken not to enlarge a recipe too much, as often the quality of a large batch of candy is not as good as of a smaller one, and it is more difficult to handle.

When wholesalers wish to put out a new candy, and samples are to be sent out, a small batch is made, and by hand rather than by machinery.

Always boil to the same degree on the thermometer, whether the batch be large or small.

FUDGE AND FONDANT

Fudges of different kinds are easily made, and when soft, fine grained and creamy, are good sellers. A good standard recipe is Chocolate Fudge, given below. For the trade, the recipe may be increased up to about 10 pounds in a batch. More than this is too much to be worked by hand.

Sour cream instead of milk makes a particularly good fudge.

Part water and part condensed milk may be used for fudge.

Fudges should be worked like fondants. They should be cooled before being worked in order to secure a rich, creamy consistency. If fudge becomes too hard to work easily a damp cloth may be laid over it for a few minutes to soften it.

Fudge may be put into a stone crock the same as fondant, after being worked until creamy, and can be softened over hot water, then molded and cut as orders come in.

Shape fudge between candy bars which have been placed upon a wooden table lined with heavy wax paper. Fudge cooled upon marble or in tin cools more quickly on the top and bottom than in the center, and when it is cut it is apt to crumble.

To cut fudge use a strip of wood with straight even edges cut just the width you wish to have your fudge squares, say 1½ inches wide. Lay the wood with the edge parallel with the edge of the fudge and cut fudge beside the ruler with a sharp knife.

When fudge is made in large quantities glucose is often added, but this is not desirable, as it may give your fudge a chewy rather than a creamy consistency.

Do not try to make divinity fudges and nougatines without an electric beater, as too much time is required for beating, and dampness affects the white of egg so that it takes a long time for the mixture to dry out.

Chocolate Fudge

Melt
2 squares chocolate over hot water, add
2 cups sugar and
¾ cup milk and stir gently until sugar is dissolved; then bring to boiling point on the fire and boil without stirring. Begin to test for soft ball at 230°. When it will form a soft ball when tried in cold water, remove candy from fire, pour on damp marble slab, let stand undisturbed until cool. Add
1 tablespoon butter
1 teaspoon vanilla or
¼ teaspoon cinnamon and work with a spatula until candy begins to get sugary. Turn immediately into a buttered pan, or between bars, and mark in squares with a knife. The pan or space should be about 7 inches square, so that the fudge will be ¾ of an inch thick when cut. For especially nice fudge use sour cream instead of milk and omit butter.

Popular Fudge Combinations

Fudge with cherries
Fudge with nuts
Fudge with marshmallows; these may be delicately flavored with oil of peppermint
Maple fudge, with and without nuts.
White grapes or almonds dipped in melted fudge.

Opera Fudge

Put in saucepan
2 cups sugar, add
1 cup heavy cream, stir back and forth until it boils, add
⅛ teaspoon cream of tartar and boil to 238 degrees Fahrenheit, stirring frequently and moving thermometer about to prevent burning. Finish like Chocolate Fudge. When it becomes creamy cover with a damp cloth for half an hour, then add
½ teaspoon vanilla or other flavoring and color if desired, working it in well with the hands. Press into shape and when firm cut into squares. This may be used for centers for chocolates and for centers and coating of bonbons.

This is a rich soft fudge made with heavy cream instead of milk. It may be colored and flavored in various ways.

This is the candy on which one young woman built up a candy business that has been successful for many years.

Opera fudge may be cut like other fudge or used as fondant is used.

Opera Fudge Variations

Color pink, flavor with raspberry, add if desired ½ cup blanched almonds cut in pieces, or shredded cocoanut
Color green, flavor with almond and vanilla, and add if desired ¼ cup pistachio nuts cut in pieces
Color pale violet and flavor with violet
Color pale yellow and flavor with lemon
Color orange and flavor with orange
Add 3 tablespoons candied cherries cut in pieces, 3 tablespoons citron cut in pieces and flavor with maraschino
Add 12 marshmallows cut in pieces, flavor with 4 teaspoons orange flower water
Add chopped almonds, flavor with almond
Add chopped candied pineapple, flavor with pineapple
Add chopped candied plums, flavor with lemon
Add chopped candied ginger
Add melted chocolate with or without chopped nuts

Fudge Flowers

Roll
Fudge ¼-inch thick, and cut out with a five-petaled cutter. Put a drop of melted
Yellow fondant in the center and serve in paper cases.

White Fondant

Put
5 cups sugar and
1½ cups water in smooth saucepan, place on range, and stir constantly until boiling point is reached. With a damp cloth or pastry brush dipped in cold water, wash down the sides of the saucepan until every grain of sugar is removed. Add
¼ teaspoon cream of tartar, cover saucepan, and allow candy to steam for three minutes. Remove cover, put in thermometer, and boil rapidly until candy forms a ball firm enough to hold its shape when tried in cold water, or until thermometer registers 238 degrees F. Two hundred and forty or 242 degrees is sometimes necessary depending upon the weather.
While syrup is cooking wipe marble slab or agate tray with a damp cloth. When syrup is ready, pour gently on the slab. Do not allow the last of it to drip out over what has been poured on the slab, and never scrape out the kettle on the first mixture. Do not disturb the syrup in any way until it is cold.

Then with a broad spatula scrape and turn the syrup toward the center, and continue turning it over and over, working from the edges of the mass. Each time that the syrup is turned over, scrape clean and turn the spatula up and over the mass, occasionally scraping mixture from the spatula with a case knife. It will soon become white and creamy.

Knead with the hands until perfectly smooth, cover with a cloth wrung out of cold water, and leave for half an hour.

Cut in pieces and put into a stone jar and cover with a wet cloth and a cover. It is better to let it remain two or three days before using, and it may be kept for months in a dry cool place.

This fondant may be used for centers of bonbons and chocolates for outside coatings of bonbons or for mints.

Experiment first with the recipe for White Fondant given above. Four times this recipe or 10 pounds of sugar may be used for a batch after some experience. One-half teaspoon glycerine is sometimes added to fondant to give a fine gloss for coating bonbons.

One-third cup corn syrup put in before cooking, or 1 egg white beaten stiff and added when syrup is cold, are often used in fondant for centers.

Cream Mints

These are easily made from fondant, and are very satisfactory.

Put plain fondant in upper part of double boiler, and melt over hot water, stirring constantly after fondant begins to soften. Thin with a few drops of cold water or simple syrup if necessary. Flavor with a few drops of any oil, such as mint, lime, clove or cinnamon.

When you find which kind of mint your customers like best, you will, of course, supply them with that particular variety. Shape on paraffin paper or in rubber molds, using a heated confectioner's funnel, or drop from tip of spoon. They may be crystallized.

Crystal Syrup

Put in saucepan
10 cups sugar and
1½ quarts water. Stir until dissolved, bring to boiling point and keep sides of pan washed down with pastry brush to remove crystals. At 216° F., pour some of the hot syrup into graduated tube and if the Beaumé scale floats at desired degree, the syrup is ready. For a fine crystal the syrup should register 32° on this Beaumé scale and 34° for a coarse crystal. Pour syrup from graduate tube back in syrup and bring to the boil again because the least disturbance spoils the syrup. Let syrup stand until perfectly cold. Roll jelly candies such as Gum drops or Turkish paste in granulated sugar. Place candies on trays in crystal pans, and pour over them syrup to cover. Let stand several hours or over night, then lift candies out on tray and let dry. Syrup may be reheated and used over again if more water is added and syrup tested as before.

Bonbons

These are easily made, but soon grow hard and show white spots so that they must be made fresh more often than some of the other candies.

Fondant is the base, and with nuts and candied fruits, and opera, coffee or maple fondant, a large assortment of bonbons can be made. They are more frequently used in making up attractive boxes than to be sold by themselves.

Centers for bonbons may be shaped by hand or in starch molds. The former are best as they stay soft and creamy a longer time. With the hands fondant may be shaped in cones, balls, short strips, ovals, crescents, and mints.

Bonbon Dipping

For bonbon dipping a candy dipper or a two-tined fork, and two small saucepans, one fitting inside the other, is all the equipment that is necessary. A double boiler may be used, but experience shows that the gloss of the fondant for the coating of bonbons can be better kept if only a small portion of fondant is melted at a time.

If fondant seems too thick to dip in, thin very carefully

with cold water or "simple syrup" and be very careful that it does not get too warm. A good test is to drop a little on the back of the hand, and if it is warm, not hot, it is usually right for dipping.

Simple Syrup. Put in saucepan, 1 cup sugar, ⅓ cup water, ⅛ teaspoon cream of tartar, and boil to 220° F.

CARAMELS

These are good sellers. They are best made of heavy cream, although light cream gives a rich caramel. They may be made of sour cream, part milk and part cream or all milk.

Milk caramels are rich enough if they are to be dipped in chocolate.

In making caramels be sure you have a pan with a smooth bottom, with a large surface exposed to the flame, and the pan only one-third full of mixture that it may not boil over.

Stir gently but firmly and back and forth; never around.

Caramels should be made in small quantities to keep up the quality, as they are not as satisfactory when made in large quantities.

All corn syrup may be used instead of sugar, but, of course, will not make as good a caramel.

Caramels

Put

1 cup sugar

⅔ cup corn syrup and

½ cup cream into saucepan, stir until sugar is dissolved, bring to boiling point, and boil until mixture will form a soft ball when tried in cold water. Stir gently and contantly to prevent burning, making the spoon reach all parts of the saucepan. Do not beat, as beating may cause the candy to become granular. As soon as candy forms a soft ball add

½ cup of cream. Boil again until it forms a soft ball in cold water, add

½ cup cream, and boil until candy will form a *decidedly firm ball* when tried in cold water. The caramels when cold will be of the same consistency as this firm ball. Pour caramels into

a buttered pan or between bars 4 by 9 inches. When cool cut in squares, and wrap in wax paper. If caramel should get sugary, return it to kettle, add more cream and boil again. If all the cream is added at once, caramels may be made in a shorter time, but they will not be as rich and creamy.

Assorted Caramels

To Caramel Mixture add just before pouring into buttered pan any of the following combinations:

1 cup cocoanut
1 cup nut meats cut in pieces
Raspberry extract and rose color paste
8 figs cut in pieces
¾ cup raisins cut in pieces
16 marshmallows cut in pieces
3 squares melted chocolate
3 squares melted chocolate and 1 cup blanched almonds
3 squares melted chocolate and 1 cup salted pignolia nuts
1 teaspoon vanilla

NUT BRITTLES

Peanut brittle is a good seller in cool weather, but will grow sticky in warm or damp weather.

This is best made in a cast aluminum or Scotch iron kettle, as there is less danger of its burning.

In this recipe butter is better than margarine.

These proportions make 1½ pounds of candy.

If large peanuts are used 1½ cups are sufficient.

The brittle may be poured out upon a greased slab and broken in pieces, or poured between bars and cut in three-inch squares, which is the better way to market it if you sell it by the box.

Other kinds of nuts may be used, though more expensive.

Peanut Brittle

Put
1½ cups sugar
⅔ cup corn syrup and
⅔ cup cold water in iron kettle, stir until mixture boils, cover, and boil 3 minutes. Remove cover, and boil to 275 degrees F. Add
2 tablespoons butter and

2 cups shelled raw Spanish peanuts and stir constantly about 10 minutes or less, or until peanuts are cooked. Add
½ teaspoon vanilla and
½ tablespoon soda dissolved in
½ tablespoon cold water and
¼ teaspoon salt. Stir until thoroughly mixed, and turn on slightly buttered marble slab or agate tray. Spread as thinly as possible, and lift constantly while cooling, using a spatula, and pull to distribute nuts evenly. Flatten with palm of hand and break or cut in pieces.

TURKISH PASTE

Turkish paste is a good seller, easily made at little cost, and in great variety.

Agar agar, or Japanese gelatine, gives a paste that breaks apart, while a sheet gelatine pulls apart. Agar agar is for sale at drug stores or by wholesale confectioners.

Recipe for Turkish Paste

Put
½ ounce shredded agar agar (½ cup lightly measured) in saucepan with
1½ cups boiling water and set one side. Put
2 cups sugar and
½ cup corn syrup in another saucepan. Pour
½ cup warm water over agar agar, stir until it reaches the boiling point, remove from fire, stir until dissolved, and strain over sugar. Stir and cook mixture to 220 degrees Fahrenheit. Add
3 drops oil of lime, or peppermint, cinnamon, clove, lemon or orange, and color appropriately. Pour on slab ¾ of an inch thick between bars or in pans rinsed in cold water.
When firm, cut in squares and roll in confectioners' sugar.

BUTTERSCOTCH

Butterscotch mixture can be used in different ways and is always popular.

Butterscotch Wafers

In saucepan put
1⅔ cups sugar
½ cup corn syrup and
½ cup water, stir until dissolved, bring to boiling point and boil to 270 degrees Fahrenheit, or until it is brittle when tried in cold water. Add
1½ tablespoons butter and
1 tablespoon molasses and cook to 280 degrees Fahrenheit, or until

it cracks in cold water, stirring to prevent burning. Remove from fire, add

¼ teaspoon salt and

1 teaspoon vanilla. Pour from saucepan onto oiled marble slab into wafers the size of a coin.

Scotch Squares

Make

Butterscotch Wafer mixture and pour onto oiled marble slab between candy bars placed in a square to make mixture one-fourth inch thick. Mark while cooling, with sharp knife, starting at the outside as edges cool more quickly than center.

Scotch Mallows

Make

Butterscotch Wafer mixture. Prepare

Marshmallows by brushing and leaving exposed to air for several hours, to form a slight crust. Drop marshmallows, one at a time, bottom side up, into mixture, press down that they may become completely coated, lift with greased candy dipper and put on buttered slab, bottom side down.

(Keep the butterscotch mixture over hot water while dipping. Five dozen can be dipped from the recipe in about three quarters of an hour. Cost about 43c a lb. and sell for 85c a lb.)

Lolly Pops

Make

Butterscotch Wafer mixture, pour onto oiled marble slab, cool slightly, roll up like jelly roll, toss back and forth until cool enough to handle, cut off with scissors in pieces 1½ inches long, insert stick in one end. With palm of hand press into shape. Wrap in wax paper.

Sticks for lolly pops can be purchased in lots of 5,000 from dealers in confectioners' supplies.

Cream Butterscotch Balls

In saucepan put

1 cup white sugar

½ cup brown sugar

⅓ cup white corn syrup

⅓ cup butter

½ cup heavy cream, stir until well mixed, bring to boiling point, stir constantly back and forth, and boil like caramels to a firm ball. Remove from fire, add

1 teaspoon vanilla, lemon or almond extract, pour into a buttered pan and when cool shape into small balls, and roll in confectioners' sugar.

½ cup walnut or pecan nut meats cut in small pieces may be added when candy is removed from the fire, or balls may be rolled in chopped nut meats.

One woman supplies 3 or 4 large stores with this one candy alone.

Nougatines

Nougatines are popular, but hard to beat without machinery if large quantities must be made.

Esmeralda cream is a variety of nougatine that is successfully made by an amateur. A sufficient quantity to use for dipping in chocolate can be made by the home candy maker.

Recipes may be found in *The Candy Cook Book*.

Chocolate Dipping

Chocolate candies are undoubtedly the most popular candies that are sold, but they are difficult to make by the amateur. It is said to take a year to become an expert chocolate dipper, so it may be well in the beginning, if you decide to market chocolate candies, to hire a professional dipper for that part of the work, although you may make the centers yourself. While you are learning to dip successfully you could be making hundreds of pounds of other candies. Visit a candy shop and observe the process, if possible.

Chocolates should cool quickly, but if placed in the ice chest they are apt to gather moisture. In factories they usually have ammonia refrigeration, and as this is a dry cold and not a damp cold, more satisfactory results can be secured than in the home.

The room in which the dipping is to be done should be free from steam and of an even temperature of 65 degrees to 73 degrees Fahrenheit. On a hot or a rainy day chocolate dipping should not be attempted at home.

Break not less than four pounds coating chocolate in pieces, and put into a double boiler or saucepan over hot water. The two pans should fit closely, that the steam may not escape. Set both pans over the fire until water comes

almost to boiling point in the lower pan. Remove from fire, and stir until chocolate is melted, then remove dish from hot water and beat chocolate gently until it feels a little cooler than the hand, or registers between 80 degrees and 85 degrees on the thermometer. This will take from five to twenty minutes, depending upon the temperature of the room and the amount of chocolate used. At no time should temperature of chocolate go above 125 degrees or below 80 degrees F.

Drop a center into melted chocolate, with candy dipper move it around until well covered, then lift out, upside down, draw across edge of pan to remove excess chocolate, and place on chocolate dipping paper right side up.

Popular Centres for Chocolates

Cream mints	Butterscotch
Caramels	Esmeralda cream
Opera fudge	Apricot paste
Nuts	Fondant

The way in which the chocolate is coiled on top of each piece of candy indicates to the initiated the kind of center used.

Only "coating chocolate" should be used for dipping. There are many kinds on the market from which you can select the quality which your customers prefer.

Vassar Sweets

Make small balls of
Fudge with a bit of
Nut meat in the center. Dip in
Melted fondant flavored with
Oil of pepermint. When firm dip in
Cream Butterscotch and when hard dip in
Melted coating chocolate.

Chocolate Dipping Paper

This may be purchased in 10-pound cases from dealers in confectioners' supplies. It can be used over again many times to receive dipped chocolates. Table oilcloth is also good.

Favor Suggestions

If you can originate artistic and attractive favors made from candies or dried fruits, or if you can make candy flowers to top off a box of candy, or if you can decorate mints, you can take special orders for them from candy shops, women's exchanges, or from people who are entertaining. Some suggestions are given in *The Candy Cook Book.*

During one winter season lollypops with painted faces and elaborate dresses of crêpe paper, or with colored heads cut from magazines and butterfly bows of tulle or crêpe paper, made popular favors.

Gum drops are much used fastened with toothpicks into grotesque animals, or cut and shaped into flowers and boutonnieres.

Stuffed Dried Fruit

Steam ten minutes or until tender,
Prunes,
Apricots,
Figs, and
Dates. Make an opening and in place of stone put in a ball of Fondant, white or pink, cover with half a
Candied cherry, a
Toasted almond, and
½ a pistachio nut. Roll in sugar and put in paper cases.

Candied Grapefruit Peel

Cut
Grapefruit peel in very narrow strips, removing the inner membrane. Cover with
Cold water, bring to boiling point and boil 20 minutes, drain and repeat twice. Put in saucepan
2 cups sugar and
½ cup water. Stir until sugar is dissolved, add peel and cook until clear. Drain and roll in
Sugar.

Salted Nuts I

Heat
½ cup cooking oil in very small pan; when hot, put in enough nuts to cover bottom of pan, and stir until delicately browned. Remove with spoon or small skimmer, taking up as little oil as possible. Drain on brown paper and sprinkle with
Salt. Repeat until all are fried. Blanched almonds, raw peanuts with skin removed, whole pecans and other nuts may be salted in this way.

Salted Nuts II

Put
1 quart blanched nuts in a pan with
1 teaspoon cooking oil. Bake 25 to 30 minutes in a moderate oven or at 350° F., occasionally shaking the pan. When delicately brown sprinkle with
Salt.

Spiced Nuts

Prepare salted nuts, and when sprinkling with salt sprinkle also with powdered clove, powdered cinnamon or a mixture of spices. Use instead of salted nuts.

Sugared Peanuts

Remove brown skins from
1 cup shelled roasted peanuts, put nuts in a saucepan and keep in a warm place. Put
1 cup sugar and
½ cup water in another saucepan, stir until sugar is dissolved, and boil without stirring to 238 degrees Fahrenheit, or until candy forms a soft ball when tried in cold water. Hold pan of peanuts several inches above the fire and shake vigorously while slowly pouring syrup over the nuts. Occasionally stir the nuts, then add remaining syrup drop by drop until all is used. Nuts should be evenly covered with a coating of sugar. If coating is not thick enough, more sugar and water may be boiled and added as before. (One cup almonds, blanched or not as desired, may be used instead of peanuts.)

If you have had little or no experience in candy making but wish to specialize in this line it will be well for you to study *The Candy Cook Book* carefully, then experiment with the recipes therein in about this order, which is the order in which we give lessons in candy making at Miss Farmer's School of Cookery.

Sour Cream Fudge
Opera Fudge
Divinity Fudge
Penuche
Fondant
Uncooked Fudge
Vanilla Caramels
Esmeralda Cream

Marshmallows
Turkish Paste
Chocolate Caramels
Peanut Brittle
Glacé Nuts and Fruits
Scotch Kisses
Butterscotch Wafers
Molasses Kisses
Toffee
Soft Butterscotch
Bonbon Dipping
Cream Mints
Chocolate Dipping
Candy Flowers
Barley Sugar
Spun Sugar
Crystal Cups
Cocoanut Cakes

There are many things in the candy business that you must learn from experience. It is impossible to cover every point in a lesson or in a book.

Standardize the number and cost of pieces of candy from each batch so that in figuring a box of mixed candy the total cost can be easily determined.

Try to learn something every day from your work, your patrons, the people you meet or from the things you read.

Do not try to market great varieties of candy at first. Thoroughly master one kind at a time.

REFERENCE BOOKS

The Candy Cook Book, Alice Bradley, $1.75.
The Art of Home Candy Making, "The Home Candy Makers," with thermometer, etc., $3.75.
Candies and Bonbons and How to Make them, Marion Harris Neil, $1.50.
Candy Making Revolutionized, Mary Elizabeth Hall, $2.00.
My Candy Secrets, Mary Elizabeth Evans, $5.00.
Rigby's Reliable Candy Teacher, W. O. Rigby, $2.00.
Candy for Dessert, Paul Richards, $1.50.
Confectioners' Journal, Philadelphia, Pa., $3.00 a year.

COOKING FOR PROFIT
VI

ATTRACTIVE SANDWICHES FOR AFTERNOON TEAS

COOKING FOR PROFIT

PART VI

CATERING FOR SOCIAL OCCASIONS

AMOUNTS TO SERVE; MENUS AND ESTIMATES; AFTERNOON TEAS, BEVERAGES—TEA, COFFEE, CHOCOLATE, PUNCHES; SANDWICHES; COOKIES AND CAKES; HIGH TEAS AND CARD PARTIES; THE BUFFET SPREAD, SERVICE; LAYING THE TABLE; WEDDING RECEPTIONS AND BREAKFASTS; PATTIES AND HOT DISHES; SALADS, ASPICS; DESSERTS, FROZEN DESSERTS; MENUS FOR SOCIAL OCCASIONS; FIGURING COSTS; CATERING FOR A LARGE PARTY.

IF YOU have become successful in making cakes or rolls or sandwiches or patties, or all these things, people may already have begun to ask you to do other things, and have found that you can make many other dishes equally well. Somebody will soon want to know if you won't plan for and make all the sandwiches and cakes for the afternoon tea she is giving. If she is pleased, she or her friends will ask you to serve a more elaborate spread. Before you know it you may be doing a catering business! It is far better to let your business develop naturally in this way than to open a catering establishment unless you have had considerable experience in cooking for large numbers of people or in the executive part of such a business. Before starting in to do a regular catering business on a large scale it would be well to secure a position in a well established catering firm to learn the many phases of this line of work.

Catering *only* would give an uncertain income at the best. It is usually carried on in connection with a cooked food

shop, a lunch room, hotel, or community kitchen in order to make it a paying proposition all the year round.

Like most businesses, catering is service. It also means much testing, tasting, time, thought and hard work, and *no wasting.*

Usually all dishes are prepared by the caterer and delivered to the place where they are to be served. As a rule no cooking is done on the premises, although facilities for reheating or keeping food hot may be found or provided. Special insulated coffee urns can be purchased of dealers in hotel supplies for $20 to $30, and containers for other hot foods will be made up to order on the principle of the thermos bottle. Frozen dishes are packed in molds and in tubs of ice and salt.

Experience will be your best guide as to the number of sandwiches, cookies and cakes, the amount of salad, ice cream and coffee to provide, but careful, intelligent planning in the beginning is also necessary.

Make up a definite amount of the desired food and note the amount necessary for one portion, and the number of portions in the amount you have prepared. Calculate from this data the recipe for one and then for the whole number to be served. During and after the serving of refreshments watch carefully and correct your estimates if necessary so you will have more accurate data another time.

Basic Portions

The following figures may serve as a guide in your computations.

Beans, string, 1 pound	3-4 people
Beans, string, 1 No. 2 can	6-8 people
Berries, 1 quart	5 people
Bonbons, 3 pounds	50 people
Bouillon, Hot, 12 quarts	50 people
7 ounces	1 person
Jellied, 8½ quarts	50 people

Cake, round loaf, or layer cut in triangles from the center..8 people
Cut in quarters and then sliced from center outward toward edge .....16 people
Little cakes.....1 or 2 each person
Cereal, ready to eat, 1 pound.....15-18 people
Chicken or turkey dressed, roast meat,
If meat is hot, 25 pounds.....50 people
If meat is cold, 25 pounds.....60-70 people
Chocolate, hot, 1 gallon (using 6 oz. chocolate)....25-30 large cups
40 chocolate cups
Cocoa, 1 gallon (using ¼ lb. cocoa).....30 cups
Coffee, 1 pound.....40-60 cups
Corn, 1 No. 2 can.....8-10 people
Cream, ½ pint.....for 8 cups coffee
Cream, whipped, 1 quart (before whipping)..50 rounding tablespoons
Creamed chicken, 20 pounds fowl as purchased, 4 quarts diced, 4 quarts white sauce.....50 people
Creamed fish or eggs, 8 quarts.....50 people
Croquettes, 6 pounds meat.....50 people
Duckling, 5 pounds.....6 people
Fish, 1 pound.....4 people
Flour, 1 pound.....2 small loaves bread, or 2 dozen biscuit
Frappé and Sherbet, 1½ to 2 gallons.....50 people
Half frozen and beginning to melt, 2 gallons.....50 people
Fruit, 1 No. 3 can.....8 people
Dried, 6 ounces.....4-5 people
Greens, ½ peck, 1½ pounds.....9 people
Ice Cream, 1 quart.....6 people
Brick .....7 or 8 slices
Jelly, 1 glass.....4-6 people
Lemonade or Fruit punch
In lemonade or punch cups, 10 quarts.....60 people
Mineral glass, portions, 10 quarts.....56 people
Lettuce, 1 head.....5 people
Macaroni, 1 pound (before cooking) with sauce.....16 people
Mayonnaise dressing, 1-1¼ quarts.....50 people
Mustard, 1 ounce.....12-14 people
Oatmeal, 1 pound.....15-20 people
Oil (cooking), 1 quart will fry.....60-75 crullers
60 oysters
60-70 croquettes
70 fritters
Olives, medium, 150 to quart, three to a person, 1 quart....50 people
Oranges, 2 medium sized, peeled and sliced.....3 people
Oysters, on the half-shell.....5 to a person
4 quarts, chopped.....50 people
Stew, 6 quarts oysters, 6 quarts milk.....50 people
Peas, 1 No. 2 can.....8 people
Potatoes, 1 pound.....3-4 people
Salad, 7 quarts.....50 people
Sauce or gravy, 2½ quarts.....50 people

Soup, 3 gallons.....50 people
Sugar, loaf, 1 pound, 80 tablets.....40 people
Sugar, granulated, 1 pound.....sweeten 30-40 cups
Tea, ¼ pound.....60-75 cups
Vegetables, cooked, 5 quarts.....50 people
Wafers, fancy, 3 pounds.....50 people

Menus and Estimates

You should plan in advance several menus with standard dishes, suitable for afternoon teas, buffet spreads, wedding receptions, or other functions for which you may be asked to cater, and estimate the amounts required and the entire cost of serving fifty or a hundred or more people with these different menus. Then you will be prepared when you are called upon for an estimate of the expense for such service. With a change of menu there will probably be a change in the price, but something to work from for your patrons will be helpful both to you and to them.

When making up your estimate for any function do not forget to charge for transporting the food from your kitchen to the place where the entertainment is to be given, and do not neglect to charge for your own time including the time of consultation. The distance, the number of people to be served and the menu are important items that determine the price you must charge.

Your business may develop to such an extent that you will be asked to provide waitresses to set the table and to serve the refreshments, and you may also be requested to provide the tables, chairs, china, silver and linen, and even the decorations.

Equipment for Catering

You can probably get in touch with a caterer from whom you can hire such equipment as is necessary, on commission. In the same way you can make arrangements with one of the best florists in your vicinity, and make a commission on

the flowers and other decorations that you have to provide.

If there are many people in your vicinity who entertain, it may be wise for you to purchase such equipment as is most frequently needed, as china, silver, glass and linen, that is not found in sufficient quantities in private homes. You can rent the equipment to your patrons, store it between engagements, and care for it instead of hiring from some one, and it will soon pay for itself, and be a distinct asset to your business.

Very careful figuring will be necessary to arrive at the proper charge to make for the equipment you lend.

The original cost, loss by breakage, loss by theft, general wear and tear, cost of transporting, cost of washing, polishing, repairing and replacing, must all be taken into consideration. Sometimes it is necessary to charge almost as much as the original cost of the china or glass each time it is rented.

Fifteen per cent of the total charge for serving a tea may be for the dishes used, while at an elaborate banquet as much as 75 per cent of the charge may be for the equipment alone.

Prices charged for equipment vary with conditions. At one successful establishment the charges are as follows:

One cent each for flat silver.

Fifty cents a dozen for cups, saucers, plates, et cetera.

One dollar and fifty cents a dozen for camp chairs.

A very large establishment may have to furnish awnings, carpeting, dancing crash, tables, etc., and also furnish footmen, musicians, dish washers and lumpers.

There are special business houses in New York, Chicago, Cincinnati, and other large cities which will give you an estimate on the cost of such equipment as you find you need from time to time. Many of these firms advertise regularly in the Hotel and Caterers' Magazines.

Until your business has given you sufficient profit to warrant the purchase of an auto truck, you can hire a truck paying by the day or by the mile, for the transportation of food, equipment, etc. One large concern finds that waiters arrive in less dusty condition at their destination if they go by train or trolley instead of on the truck.

Help Required

One waiter or waitress will probably be needed for each six to ten guests if an elaborate spread is provided.

With simple refreshments and people coming and going during several hours, fewer waiters will be needed.

A dish washer will be necessary to scrape and rinse dishes before they are put back in their containers and returned to headquarters.

Waiters and waitresses should be well trained and know exactly what they are to do while they are in your patron's home.

What to Serve

In this lesson we are giving lists of many dishes that may be used for different menus and for different occasions. Add to these lists dishes that you yourself or your patrons like especially, and consult these lists constantly while planning new menus. As you note the cost of each dish and the amount required for a definite number of people, the figures may be placed in columns following the dishes. You will find it of the greatest help to have such lists to work from in planning meals for all sorts of occasions.

A few notes are given to help in serving these refreshments.

AFTERNOON TEA

It is not necessary to set a table for an informal afternoon tea, but a table should be ready to receive the refreshments in the room in which the guests are to be entertained. The

table may be covered with a dainty tea cloth or centerpiece, spotless, unwrinkled, and as elaborate as one desires. A centrepiece of flowers may be in place on the table.

A mahogany or silver tray is used for the tea service. If a maid is employed, she brings it in to the hostess; if there is no maid, the hostess may have everything ready in an adjoining room, and she or a member of the family may bring in the tray when she is ready for it. This is better than to keep the tea equipment in the room where one is to receive the guests.

Arranging the Tray

On the tray there should be a teakettle of hot water with electric attachment or alcohol lamp and matches.

There should also be a tea caddy, a tea ball, or a teapot in which to make the tea, a sugar bowl and tongs, a pitcher of cream, a plate of lemon slices with lemon fork, and teacups and plates with a teaspoon on each plate, the handle parallel with the handle of the cup. Some people like to use a tea cozy. The china should be thin, though all pieces need not necessarily be of one pattern. Plates, each with a hollow to hold the cup, may be secured in a variety of attractive designs.

Plates covered with doilies, containing sandwiches and small cakes or cookies, may be on the tea tray if there is room, or brought in after the tray is in place. Luncheon napkins may be used if desired. They should be folded and arranged in a pile on the tea tray or table.

If the hostess has a tea wagon it may be used for serving afternoon tea. The tray should be on the top. The sandwiches, cakes, napkins, and plates if used, should be on the lower shelf. A curate, or stand, with three round shelves, may be used with the tray, instead of a tea wagon.

After the hostess has made the tea, she adds sugar and

cream or lemon, as each guest wishes, and then passes the cups. She may be assisted by the maid, a member of the family, or one of her friends.

Dishes Suitable for Afternoon Tea

Beverages

Tea with such Accompaniments as
- Lump sugar rubbed over the surface of a washed and dried lemon or orange
- White or red rock candy
- Lemon drops
- Cream
- Sliced lemon
- Cubes of candied pineapple
- Candied or maraschino cherries
- Whole cloves
- Orange marmalade
- Candied ginger
- Candied rose petals or mint leaves
- Spiced syrup

Iced Tea with
- Lemon and sugar
- Gingerale
- White grape juice
- Sprigs of mint
- Lemon sherbet
- Colored ice blocks
- Spiced syrup

Coffee
- Boiled
- Filtered
- With cream and sugar
- With honey and whipped cream
- With vanilla extract, sugar and whipped cream

Cocoa or Chocolate
- With cream
- With marshmallows
- With coffee flavor (Mexican chocolate)
- Iced chocolate

Soups
- Mock bisque soup
- Cream of chicken soup
- Beef bouillon
- Chicken or clam bouillon with whipped cream

Punches

- Blackberry punch
- Cranberry punch
- Cider and white grape juice punch
- Gingerale lemonade
- Gingerale punch
- Grape juice and orange punch
- Grape juice lemonade with mint
- Ginger punch
- Loganberry punch
- Lemonade
- Orangeade
- Orangeade with gingerale
- Pineapple julep
- Pineapple lemonade
- Tea lemonade
- Pineapple grape juice punch
- Tea punch
- Raspberry shrub punch

Frappés

- Café frappé with whipped cream
- Cider frappé
- Cranberry frappé
- Grape frappé
- Grape juice and mint frappé
- Orange frappé
- Raspberry frappé
- Strawberry frappé

How to Make Tea

Oolong, English breakfast, and Orange Pekoe tea are used for afternoon tea. It may be in the teapot when the tea tray is brought in. The water may be almost at the boiling point in a kettle heated by alcohol or electricity, and should be used as soon as it actually boils. It should stand on the leaves from 1 to 3 minutes only, depending on the kind of tea used. The tea should never be allowed to boil. Fresh leaves should never be added to those that have once been used for tea. Two level teaspoonfuls of tea and 1 pint of boiling water will make 3 tea cups of tea. Sugar and both lemon and cream are provided, and each guest makes her own selection. Other accompaniments are suggested above.

Where only 1 or 2 cups of tea are to be made at a time, a tea ball or perforated double teaspoon half full of tea may be used. Place in the cup, pour on boiling water, lift the ball up and down until the tea is the right strength as indicated by the color, and remove tea ball immediately to another cup or a small dish. Two to 4 cups of tea may be made without refilling the ball.

Iced Tea

In hot weather iced tea may have a greater appeal than the hot beverage. The tea should be freshly made and poured while hot over pieces of ice in tall glasses. Sugar and lemon are used with it.

Coffee

Coffee and cocoa are usually served from urns at which friends of the hostess preside.

Filtered coffee may be made in the urn if it is provided with a strainer or if a linen bag is suspended in the urn.

At a famous restaurant the rule is as follows:

One Gallon Filtered Coffee

Mix thoroughly
8 ounces medium fine ground coffee
½ of 1 egg white
½ cup cold water and
⅛ teaspoon salt; pour over
1 gallon of fresh water which is actually boiling.
Draw off the liquid and pour over and over until of the right strength, then remove bag.

If a percolator is used in which the water bubbles up and falls down through the coffee, it will probably take about 10 minutes to become of the right strength.

Special insulated coffee urns should be provided in which coffee will keep hot for a number of hours if made in one place and served in another, or if it is served at intervals for several hours.

Boiled Coffee for Fifty

Put in coffee bag
1 pound ground coffee, place in coffee pot, add
6 to 8 quarts cold water and let stand several hours or over night.
Bring to boiling point and boil 3 minutes. Remove bag and serve coffee as required.
For After Dinner Coffee use 4 to 5 quarts of cold water.

Cocoa and Chocolate

Cocoa or chocolate may be served from the kitchen or from an urn or chocolate pot at the table.

Be sure the cocoa or chocolate boils with the water and sugar for at least 5 minutes before the milk is added, and that it is then kept hot over hot water or in a special container.

Mexican Chocolate

Scald
1 quart milk with
1 inch piece of stick cinnamon and
3 tablespoons ground coffee. Strain through cheesecloth, add

2 squares sweet chocolate melted over hot water and mixed with
½ cup boiling water. Cook three minutes over hot water, add
½ teaspoon vanilla and serve with
1 cup cream beaten stiff with
⅓ cup sugar and
½ teaspoon vanilla. Sufficient for 10 chocolate cups.

Soups

Delicate cream soups are sometimes served at afternoon affairs, especially at bridge parties. A spoonful of whipped cream slightly salted or combined with sifted pimiento may be served on the soup.

Punch

Punch or frappé, which is a half frozen sherbet, is served with a ladle from a punch bowl, which should be on a small table that is covered with a luncheon cloth. Punch glasses should be on the table around the bowl.

A block of ice should be in the punch bowl, also a garnish of thin slices of fruit or sometimes a bunch of mint leaves. The ice may be hollowed slightly with a hot iron and cherries and mint leaves piled in the hollow. Balls of lemon or strawberry ice may be used instead of ice in the punch bowl.

Whipped cream may be put on each glass of some varieties of punch as it is served.

Gingerale or charged water should not be added to punch until just before it is served.

SANDWICHES

Five o'clock tea sandwiches should be small and dainty. The bread should be thinly sliced, and the crusts removed. The serving plate may be garnished with cress or small lettuce leaves. White, graham, Boston brown or nut bread may be used. Be careful to spread the butter and filling to the edges and corners of the bread.

Sandwiches may be cut in circles, squares, rectangles, triangles, diamonds or strips. They should be wrapped in a dry cloth, then in a damp cloth as soon as made, and put in a closely covered metal receptacle or crock or wrapped in wax paper.

Bread spread with creamed butter is always in good taste or the following fillings may be used.

Fillings for Sandwiches

Chopped olives or pimolas
Lettuce and mayonnaise dressing
Chopped nuts and creamed butter
Pimiento cheese
Marmalade or strawberry jam
Maraschino cherries and whipped cream
Chopped preserved ginger, cream cheese and chopped nuts
Cream cheese, lettuce and guava jelly
Jam and cheese
Sardine and celery
Lobster and mayonnaise dressing
American cheese and catsup
Creamed butter and anchovy paste
Radishes and mayonnaise dressing
Horseradish butter
Cream cheese and chopped olives
Cream cheese, chopped celery and pimolas
Cream cheese, chopped chicken and mayonnaise
Melted sweet chocolate between buttered bread
Strawberries sliced and mayonnaise
Chopped ham and raspberry jam
Ham and sweet pickles chopped and mayonnaise
Raisins and almonds chopped and marmalade
Raisins chopped and mayonnaise dressing
Cucumber slices and mayonnaise

Ribbon Sandwiches

Layer sandwiches or ribbon sandwiches are made with three or more slices of bread ¼ inch thick, put together with filling. They should be folded in damp cheesecloth, pressed under a weight until serving time, then cut in ¼ inch slices, and arranged on a doily-covered plate. The bread may be all white, or alternate slices of white and dark bread may be used. Nut bread, graham bread, and Boston brown bread are all attractive. The middle slice of bread should be spread on both sides with butter or other filling, and the outside slices should be buttered on one side only. The effect is like a slice of layer cake.

Piquante Ribbon Sandwiches

Cream
6 tablespoons butter, add
4 tablespoons grated horseradish
1 teaspoon lemon juice
6 stuffed olives finely chopped
Few grains salt.

Spread a slice of white bread with this mixture, cover with a slice of graham bread, spread with the mixture and cover with a slice of

white bread. Prepare other slices of bread in the same way. Wrap in damp cheesecloth, press under a board with a weight on top, and when ready to serve cut in thin slices.

Mosaic Sandwiches

Cut three slices each of white and graham bread one-half inch in thickness. Spread a slice of white bread with creamed butter and place a slice of graham on it; spread this with creamed butter and place on it a slice of white bread; repeat this process, beginning with a slice of graham. Put both piles in a cool place under a light weight. When butter has become firm, trim each pile evenly and cut each pile in three one-half inch slices. Spread these with butter and put together in such a way that a white block will alternate with a graham one. Place again in a cool place under a light weight, and when butter has become perfectly hard cut in thin slices for serving. Arrange on a plate covered with a doily.

Crackers

Small, toasted, unsweetened crackers may be served with soup or tea, or with a filling in place of sandwiches.

Cookies and Little Cakes

These should be small and dainty for an afternoon tea. Cut cake with a soft frosting is difficult to handle, and had best be kept for some other occasion.

Small cakes may be plain or frosted, and sometimes may be decorated.

Recipes and suggestions for cookies and cakes are found in Chapters III and IV, or in standard cook books.

Make up your own list of these cakes and add to it other small cakes that you have found popular. Use this list in planning your menus.

A cross between a wafer and a cracker are the dainty Swedish Tea Cakes.

Swedish Tea Cakes

Beat slightly
1 egg, add
½ teaspoon salt and
Flour enough to make a very stiff dough.
Knead, roll mixture very thin, cut out with small round fluted cutter, fry in hot oil and sprinkle with cinnamon and powdered sugar.

HIGH TEAS AND CARD PARTIES

At an elaborate tea you should not attempt to serve too many dishes, but whatever is served should be as attractive and appetizing as possible.

The menu may consist of sandwiches or rolls, a hot dish, a salad, a jellied or frozen dessert, cakes, bonbons, salted nuts and tea or coffee. If the salad is a frozen one, the dessert should not be frozen; a charlotte russe, or a jellied or fruit dessert, will be satisfactory.

At a card party the card tables are often covered with dainty cloths, and the same kind of menu as suggested above is served at each table.

The salads and desserts should all be served individually.

Refreshments at card parties and club meetings may be easily served from the kitchen on individual trays containing the three or four dishes of the menu.

THE BUFFET SPREAD

At a formal reception, a wedding, a dance or other large party, a buffet spread may be served. At noon it may be called a wedding breakfast, at one or two o'clock a luncheon, in the afternoon a high tea, in the evening a spread or a reception.

At any of these functions the guests may partake of the refreshments standing.

Buffet Service

When buffet service is used the food is placed upon an attractively laid table, usually all at the same time, although it may be brought to the table and served in courses. Plates, silver and napkins are arranged upon the table to make the service as quick and simple as possible.

The arrangement and service of a buffet luncheon and a buffet spread or supper are practically the same, except that

the luncheon often presents heavier and more varied courses, and in the evening lighted candles are used.

The arrangement of the dishes depends largely upon the menu and the number of guests to be served. Rather than have the table appear crowded, it is better to have a maid replenish the dishes and supplies from the serving table or pantry.

The menu may consist of one or two hot dishes, one or two cold dishes, hot rolls and sandwiches, one or two frozen desserts, or one dessert frozen and the other an attractively garnished mold of jelly or cream; cakes, olives, bonbons, nuts, coffee or chocolate and punch. All food should be such as can be easily eaten with a fork or spoon.

The laying of the table should be as follows: After laying the luncheon cloth or the silence and dinner cloth, place the floral decoration in the center, and the candlesticks, two or four, about the centerpiece (these may be omitted for a midday spread). Four dishes of bonbons, or two of bonbons and two of salted nuts or olives should be placed just outside the candlesticks for an evening spread. Next, place two chafing dishes or platters at ends of the table in direct line. These should be filled just before the guests arrive. Each may contain a different mixture, or each may contain the same kind of mixture. The platters for the salad or salads are placed next, at opposite sides of the table. Around these platters and chafing dishes group the forks attractively and the plates in one or two piles. Place the serving silver in the most convenient position, fork at the left and spoon at the right of the salad platters and chafing dishes.

Rolls and sandwiches are arranged on doily-covered plates and placed not too far in from the edge of the table; rolls are served with the hot course, and sandwiches with the salad.

Place small napkins piled diagonally, side and corner alternating, not too high, on two or four opposite corners of table.

After the hot and salad courses have been served and removed, the ices, with serving silver, are brought in. Cakes arranged on doily-covered plates may be previously placed on the serving table, and passed or placed with ice cream on the dining table. Coffee alone, or coffee and chocolate, may be provided. Either one or both may be served from an urn placed at one end of the table, or the filled cups, either large or small, may be brought in on a tray from the pantry. Punch is usually served from a punch bowl placed with the necessary glasses on a small table in another room.

Friends of the hostess usually serve; sometimes the host and hostess assist, although a waitress may do the passing, removing all soiled dishes, bringing fresh ones and replenishing supplies. A buffet spread for a large reception, where people are coming and going during certain hours, varies from the spread served at a definite hour to a definite number in that all refreshments (hot, cold and frozen) and also the beverages are put upon the table at once.

Wedding Receptions and Breakfasts

The refreshments served at a wedding may be simple or elaborate. A Bride's Cake or a Wedding Cake or both may be used with a simple menu or omitted if more convenient. With an elaborate menu they may both be included. If only ice cream and cake are served the ice cream may be brought from the pantry on individual plates by waiters, members of the family or friends, or it may be served in the dining room.

A folded napkin may be under each plate and a teaspoon, or an ice cream spoon may be on each plate as it is passed. The cakes arranged on doily-covered plates may then be passed.

If served in the dining room the arrangement is the same as suggested under a Buffet Spread.

The decorated Bride's Cake may be used as centre piece.

DISHES THAT MAY BE SERVED AT A BUFFET SPREAD

Patties and Hot Dishes

Any delicate meat or fish, heated in a rich white or cream sauce, may be served in patty cases, timbale cases, paper cases, cream puffs, ramekin dishes, from a chafing dish or as a croquette.

Mushrooms, truffles, pimientos, green pepper, ripe or green olives, egg yolks, or cheese, may be added for flavor and garnish.

Timbales are made of finely chopped chicken, sweetbreads, ham, veal, salmon, or delicate white fish combined with eggs, cream and crumbs, baked in timbale molds, turned out and served hot with a rich sauce. They may take the place of patties.

Typical creamed dishes are creamed chicken, chicken à la King, and chicken terrapin.

Creamed Chicken for Six

Melt in saucepan
4 tablespoons butter, add
4 tablespoons flour mixed with
½ teaspoon salt and
Few grains pepper. Stir until smooth, then add slowly stirring all the time
2 cups scalded milk. Stir until sauce boils and place over hot water. Add
2 cups cold cooked chicken cut in dice.
Vary Creamed Chicken by using part chicken stock and part cream instead of milk, and in other ways suggested.

Chicken à la King

Add to Creamed Chicken
½ cup sliced mushroom caps, sautéd in
2 tablespoons butter, and
¼ cup canned pimientos cut in strips, or
¼ cup green pepper cut in strips, and sautéd in
2 tablespoons butter. Add
1 egg yolk just before serving.

Chicken Terrapin

Add to Chicken à la King
2 tablespoons ripe olives cut in strips instead of mushrooms.
Juice of 1 lemon and
1 teaspoon mustard. And use
3 hard cooked eggs, the yolks mashed and the whites cut in strips, instead of ½ cup of the chicken.

Instead of chicken you may use other things in the above recipes, making:

Creamed Sweetbreads
Creamed Oysters
Creamed Crab Meat and Oyster Crabs
Creamed Mushrooms and Hard Cooked Eggs
Creamed Scallops and Mushrooms
Creamed Sardines and Eggs
Shrimps and Peas in White Sauce
Celery and Cheese in White Sauce
Eggs à la King
Fish à la King
Crabmeat à la King
Lobster à la King
Lobster a la Newburg.

Lobster à la Newburg

Remove meat from a
2 pound lobster and cut in small cubes. Melt
¼ cup butter, add
¾ tablespoon flour,
Few grains cayenne and
Slight grating nutmeg. Then add
½ cup milk gradually. Cook and stir until sauce boils. Add lobster and place over hot water. Just before serving add
2 egg yolks beaten slightly with
½ cup cream
2 tablespoons Newburg Sherry and
Salt to taste.

Chicken Croquettes or Cutlets

Melt
3 tablespoons butter, add
5 tablespoons flour
¾ teaspoon salt and
Few grains pepper, stir until smooth, add
1 cup milk and stir constantly until sauce boils.
Mix
1¾ cups chopped cooked chicken with
¼ teaspoon celery salt

Few grains cayenne
1 teaspoon lemon juice
Few drops onion juice and
1 teaspoon finely chopped parsley. Add sauce a little at a time, being careful that mixture does not get too soft. Spread mixture in a plate and when cool divide into twelve portions. Shape as cylinders, cones, cutlets or balls. Roll each croquette in
Fine dry sifted bread crumbs. Dip in
1 egg beaten with
2 tablespoons cold water, being very careful that every portion is well covered. Again roll in
Crumbs. Put not more than five at a time in a frying basket and fry in
Deep fat that registers 285 degrees F. on the thermometer. Cook one minute or until delicately brown and drain on brown paper. In place of *part* of the chicken in above croquettes, you may use
Chopped mushrooms
Oysters
Cooked veal or
Nuts

In place of *all* of the chicken you may use
Veal
Lobster
Crab meat
Salmon
Cooked macaroni, with ham or oysters or cheese
Oysters
Parboiled sweetbreads
Hard cooked eggs

Cheese Croquettes

Add to the creamed chicken sauce while it is hot
2 egg yolks and
½ cup grated cheese. As soon as cheese melts remove from fire and add
1 cup mild cheese cut in very small pieces. Season highly with
Mustard and
Cayenne. (Omit chicken and other seasonings.)

Scalloped Dishes

Prepare as any creamed dish, put in shallow baking dish and cover with
¾ cup cracker crumbs mixed with
3 tablespoons melted butter and bake until crumbs are brown.

Chicken Timbales

Melt
2 tablespoons butter, add
¼ cup stale (not dry) bread crumbs and
⅔ cup milk, and cook five minutes, stirring constantly.
Add
1 cup chopped cooked chicken
½ tablespoon chopped parsley, and
2 eggs slightly beaten. Season with
Salt and
Pepper. Turn into 6 buttered individual molds, having molds two-thirds full, set in pan of hot water, cover with buttered paper, and bake in a moderate oven or 350 degrees F. Serve with sauce made with chicken stock and milk or cream.
In place of chicken in above timbales, use
Cooked veal
Ham
Sweetbread and mushrooms
Lobster, or
Whitefish.

Rolls and Sandwiches

The rolls served at a buffet spread should be small, light, a delicate brown in color, and buttered before they are served, or made so rich with butter that none is necessary. Cream fingers, Parker House rolls or luncheon rolls are usually served.

Sandwiches may be the same as suggested for teas.

Salads

Salads may be made of vegetables, fruit, fish, meat, nuts or cheese, alone or in combination, mixed with salad dressing and served on lettuce or other green.

Mayonnaise dressing, alone or combined with whipped cream, or a cooked dressing may be used.

Every leaf of lettuce should be carefully washed and dried and put on ice. The ingredients of which the salad is made should be cut in regular pieces of uniform size. The chilled salad filling should be most carefully placed on the green used. Avoid any appearance of carelessness in the arrangement.

Salads are very attractive if the ingredients are combined with 1 tablespoon gelatine soaked and dissolved in 3 tablespoons liquid for each cup of mayonnaise used. They may be molded in individual forms or in large decorated molds.

Frozen salads are popular. For a frozen salad as much cream should be whipped as you will use of mayonnaise dressing. Combine and mix with the fruit, vegetables, lobster, chicken, or whatever is used. Put into small brick molds or baking powder boxes, cover, pack in 1 part ice to 2 parts salt, and leave about 2 hours, or until frozen. Salad may then be sliced and served on lettuce leaves.

For a very elaborate affair, whole small salmon, boned chicken or turkeys may be molded in aspic jelly. The molds are usually elaborately decorated, and when turned out are garnished with cress or other green and mayonnaise dressing, and make an attractive addition to a buffet table.

Aspics

Highly seasoned soup stock, made from beef, veal, chicken or fish, is used for aspic jelly.

Gelatine is dissolved in the stock; it is then cleared, cooled and used in a mold with boned chicken or turkey, salmon, eggs, lobster, chicken salad or other delicate ingredients.

The mold may be a large one and garnished with hard cooked eggs, capers, olives, pickles, truffles, parsley, bits of cooked vegetables, et cetera. It should be well chilled before being turned out on a platter.

A FEW SALADS THAT MAY BE SERVED

Tomatoes stuffed with chicken or vegetable salad
Pear salad—half pears on lettuce, center filled wtih nuts and mayonnaise
Alligator pear salad with pineapple and fresh lime dressing
Mixed fruit salad

Fresh crab meat salad
Shrimp salad
Mock lobster salad (cooked halibut, celery and pimientos)
Lobster and celery or cucumber salad
Chicken and celery or cucumber salad
Sweetbread and celery or cucumber salad
Mixed vegetables molded in jelly
Molded salmon with cucumber sauce
Salmon in aspic
Duck and orange molded in jelly
Molded turkey or chicken and celery
Chicken salad molded in frozen tomato
Frozen fruit salad
Frozen lobster salad
Frozen chicken salad

Framingham Salad Loaf

Remove crusts from a small loaf of
Sandwich bread. Cut in four slices lengthwise. Cream
½ cup butter and spread two slices on both sides and the bottom and top slice on one side only; prepare
3 cups of salad. Wash
1 head lettuce. On the bottom slice of bread put a layer of choice
Lettuce leaves, cover with a thick layer of
Salad, with a slice of
Bread buttered on both sides, and repeat, having for the top the slice of bread buttered on but one side. Place in a pan, cover with another pan and with a light weight and leave in a cold place until serving time. Then place on a platter and garnish with
Lettuce leaves,
Celery tips and
Stuffed olives. Cut the sandwich in inch-wide slices and serve on individual plates.

The filling may be made of
Tuna fish
Chicken
Lobster
Crab meat
Salmon
Shrimp
Cheese or almost anything that is used for a salad. If you use tuna fish, drain the fish from the liquid that is in the can and rinse with hot water to take away some of the strong fish flavor. If you think that the salad loaf looks too dry, spread the top wtih a thin layer of mayonnaise dressing before putting on the garnish. This sandwich must be eaten with a fork on a plate.

Mock Chicken Salad (for 100)

Mix
25 pounds pork, roasted, chilled and cut in cubes with
6 quarts celery or cabbage cut fine
1 quart olives chopped
1 large can pimientoes cut in fine strips and
3 quarts mayonnaise dressing or boiled dressing.

Salmon in Aspic (for 10)

Wipe
1 small salmon weighing four or five pounds, put in kettle, cover with boiling water and add
1 bay leaf
4 cloves
½ lemon sliced
1 large onion sliced
8 slices carrot
2 sprigs parsley
2 teaspoons salt
½ teaspoon pepper and
½ cup vinegar. Cook gently until tender, drain, reserving the liquid, remove skin, and place fish on long silver platter. Soak
½ tablespoon gelatine in
2 tablespoons cold water, dissolve over boiling water, add slowly to
1 cup mayonnaise dressing, fold in
½ cup heavy cream beaten stiff, and use to make a thick coating over the salmon. Garnish with
Truffle or green pepper cut in fancy shapes, and
Capers put on in a regular design. Put
Aspic jelly, just before it begins to stiffen, very gently over the decorations, using a teaspoon, until every part of the fish is covered. Chill and just before serving garnish with piles of chopped
Aspic jelly alternating with
Sliced cucumber marinated with
French dressing,
Watercress, and
Toast points spread with
Caviar or
Anchovy butter.

Fish Aspic

Put in saucepan
3 cups liquid drained from salmon, add more seasoning if necessary,
3 tablespoons granulated gelatine and the
White and shell of 1 egg. Stir constantly until boiling point is reached, boil hard until a decided separation takes place, let stand ten minutes and strain through a double thickness of cheesecloth.

Molded Turkey Salad (for 8)

To
2 cups cooked turkey cut in dice add
1 cup celery cut in small pieces
¼ cup pimiento cut in pieces and
½ cup nut meats broken in pieces. Soak
1 tablespoon gelatine in
1 cup well seasoned turkey stock, cool and add slowly to
1 cup mayonnaise dressing. Add more
Seasoning if required. Mix one-half the sauce with the salad and pack in oiled mold. When firm remove from mold and cover with remaining sauce, which may need to be warmed slightly in order that it may spread smoothly. Garnish with
Green peppers,
Pimientoes, and
Small lettuce leaves or celery tips.

Chicken may be used in place of turkey if desired.

Frozen Fruit Salad (for 10)

Mix in top of double boiler
1½ tablespoons flour
¾ tablespoon mustard and
½ tablespoon salt; add
¼ cup condensed milk
½ cup vinegar and
½ cup water. Cook over hot water fifteen minutes, stirring constantly until thickened. Add
1 egg yolk slightly beaten and stir and cook two minutes. Remove, strain, add
2 tablespoons butter, and
¼ teaspoon celery seed. Cool, then fold in the stiffly beaten white of 1 egg
½ cup cream beaten stiff and
1½ cups fruit, using oranges, bananas, white grapes and maraschino cherries. Put in small baking powder boxes, cover with buttered paper, then with tin cover, and pack in 2 parts crushed ice to 1 part rock salt for 2 hours. Remove from molds, cut in slices and serve on lettuce leaves.

Other frozen salads may be made, using other mixtures of fruit or omitting fruit and using chicken and celery, or lobster or crab meat.

Dessert

The dessert served at a buffet spread is usually frozen, but jellies, charlotte russe, and Bavarian creams may be used. They should be attractively molded and decorated.

They are frequently placed on the table on large platters and should be pleasing to look at as well as to taste.

Jellies

The jellies used are stiffened with gelatine. Powdered gelatine is especially satisfactory, as it is quickly softened and dissolved. For flavor lemon juice, orange juice or almost any fresh or canned fruit juice may be used, except fresh pineapple juice, which has the property of digesting gelatine, thus preventing the hardening of the jelly.

Spanish Cream

Spanish cream is boiled custard stiffened with gelatine and made light and fluffy by the addition of beaten egg whites. The custard may be made of all milk and flavored as desired, or of part milk and part coffee.

Bavarian Cream

Bavarian creams are like Spanish creams with whipped cream folded in just as they are beginning to stiffen. Cooked fruit juices, as pineapple and apricot, may be used instead of milk.

Charlotte Russe

Charlotte russe is made of cream or fruit juice, sweetened and flavored, stiffened with gelatine and combined with whipped cream. The mold is usually lined with lady fingers or thin slices of sponge cake.

Fancy Molded Desserts

Jellied desserts may be molded in layers. The mold should be placed in ice water and a thin layer of jelly put in the bottom. This may be decorated with fruit, nuts, etc. Then jelly should be carefully put over the decorations to hold them in place. When firm, more jelly may be added, or beaten jelly, a whipped cream mixture or fruit may be used alternately with the jelly until the mold is full.

Artificial colors, as scarlet, rose, green, orange, etc., may be added to the mixture before it is stiffened. These colors come in small (25c or larger) jars. A very small amount of color is dissolved in a bit of the mixture, then added to the whole mixture until the color is just right.

Fruits or nuts in small pieces may be folded into the mixture, may be arranged in the bottom of the mold, or may be used as a decoration on it or around it, when the mold is turned out, being careful not to have layers too firm before adding jelly.

FROZEN DESSERTS

Recipes for many kinds of frozen desserts may be found in any good cook book.

If two or three kinds of ice cream or ice cream and sherbet are to be packed in one mold, they must each be frozen separately and then packed in alternate layers. This is called Neapolitan ice cream.

Sherbet. A sherbet is a mixture of fruit juice, water and sugar frozen like ice cream.

Frappés. A coarsely frozen water ice or sherbet. Equal parts ice and salt are used and mixture is stirred occasionally until frozen.

Ice Cream. Ice creams are mixtures of cream, sugar and flavoring, turned into the can of a freezer, surrounded with a mixture of 3 to 8 parts ice and 1 part rock salt, and frozen while being constantly stirred. Fruit ice creams are made by combining thin cream with sifted fruits and sweetening to taste.

An ice cream stiffened with rennet or junket requires less cream than most other kinds of frozen desserts.

Sometimes flour and eggs are both used to thicken the custard for ice cream.

Ice cream made with many egg yolks is called French ice cream.

Many commercial ice creams contain gelatine or other preparations to make them hold their shape when beginning to melt.

When it is impossible to get cream for frozen desserts, evaporated milk may be successfully substituted.

When served with whipped cream and lady fingers, a mold of ice cream becomes a charlotte glacé.

Bisque Ice Cream. Ice cream to which chopped nuts or pounded macaroons are added is called bisque ice cream.

Mousses are mixtures of whipped cream, sugar and flavoring. The mixture is put into a mold, covered with greased paper and with the tin cover, and packed in 3 parts ice to 1 part salt, and left for 2 hours or longer.

Parfaits are made by pouring hot syrup over beaten yolks or whites of eggs and combining it with whipped cream and flavoring. They may be frozen without an ice cream freezer. Turn into a mold or empty baking powder boxes, cover with greased paper and with tight tin cover. Surround with 2 parts crushed ice and 1 part rock salt, and leave 2 hours or longer. The salt water that accumulates should be occasionally poured off to prevent the possibility of its getting into the mold.

Bombe. A bombe is made by lining a bombe, melon or other mold with frozen sherbet or ice cream, and filling the center with frozen ice cream, or unfrozen mousse, or parfait of a contrasting color. Many attractive combinations are possible. Pack for two hours or more before serving.

Variations. Any plain ice cream may be served with whipped cream or with a sauce. Many sauces are served warm and stiffen when poured over the cream. Nuts may be sprinkled on top of the sauce. Fresh or candied fruit may be used in a sauce, especially with vanilla ice cream.

Sundaes. Ice cream molded with a scoop, covered with a sauce and sprinkled with nuts.

How to Freeze Ice Cream

Ice cream freezers to be turned by hand come in sizes from 1 to 25 quarts. The margin of profit in ice cream is usually excellent, and it may be that you are so situated that you can work up a profitable business or side line in superior home-made ice cream. When ice cream must be made daily and in large quantities, it will be desirable to have a freezer run by electric motor, and it will be necessary to have extra cans for storing the frozen cream.

For freezing ice cream, 1 part of salt to 3 of ice is usually recommended, but ice cream manufacturers use a much less proportion of salt and obtain more expansion at less cost. This depends somewhat on the size and type of freezer.

Use a coarse grade of rock salt and crush the ice nearly to the same size as the salt. This may be done with an "ice chipper" or the old way, using a heavy canvas bag and wooden mallet. Pack the freezer with alternate layers of salt and ice, or mix the ice and salt outside, as is most convenient. For uniform results, measure accurately with a scoop, or otherwise, 1 part salt to 3 to 8 or more of ice. By weights, 1 part salt to 6 of ice gives the same proportion as 1 part salt to 8 of ice by volume. Pack solidly around the can. Turn the crank slowly at first to insure a smooth, fine grained cream. After freezing commences, speed may be increased somewhat to obtain a greater degree of swelling.

All ice cream is improved by allowing to stand and ripen for half an hour or more. Remove dasher, scrape down sides, put oil paper between top and cover. If allowed to ripen for more than half an hour, the water should be drawn from the lower tap and the freezer repacked with 1 part salt to 4 of ice. Cover with burlap or carpet.

In large ice cream factories, a refrigerating plant is used instead of ice. The freezers are surrounded by coils containing brine, and the creams are frozen only to the mush stage, then put into 5-gallon cans and finished in the cold room.

Philadelphia Ice Cream

In the can of the ice cream freezer mix
1 quart thin cream
¾ cup sugar
1½ tablespoons vanilla extract and
Few grains salt. Freeze and pack for an hour or more if possible, or freeze hard and serve.

This yields about 1¼ quarts. Half each of heavy (double) cream and milk may be used in place of thin cream if more convenient or less expensive.

Junket Ice Cream

In the can of the ice cream freezer mix
2 cups thin cream and
2 cups milk
¾ cup sugar
1½ tablespoons vanilla and
Few grains salt. Place in dish pan of hot water, when lukewarm, add
1 junket tablet dissolved in
1 tablespoon cold water. Let stand until set, then freeze. Pack or serve. This yields about 1¼ quarts of very good ice cream at less expense than when all cream is used.

Gelatine Ice Cream

In the can of the ice cream freezer mix
3 cups thin cream and
1 cup milk in which is soaked and dissolved
¾ tablespoon gelatine. Add
¾ cup sugar
1½ tablespoons vanilla and
Few grains salt. Freeze and pack or serve.

This yields about 1¼ quarts.

Orange Milk Sherbet

Mix the juice of
2 lemons and
2 oranges and
1½ cups sugar. Stir constantly while slowly adding
4 cups cold milk. Mixture will not curdle if milk is fresh and added slowly. For a richer sherbet use 3 cups milk and 1 cup cream. Freeze and serve or pack. This amount will yield about 1½ quarts.

Chocolate Ice Cream

Make the recipe for either Philadelphia Ice Cream or Gelatine Ice Cream or Junket Ice Cream. Melt
1½ squares unsweetened chocolate. Add
⅔ cup hot water. Mix thoroughly and to the chocolate mixture add one of the above named ice cream mixtures. Freeze.

Rich Chocolate Ice Cream

In a dish set over boiling water put
½ lb. sweet or "Dot" chocolate. Add
2 cups cold milk and cook over hot water about 15 minutes or until mixture is thick and smooth. Beat
3 eggs and add
1 cup sugar. Add
2 cups thin cream
1 tablespoon vanilla and
⅛ teaspoon salt. Add this mixture slowly to the chocolate mixture. Strain and freeze. This yields about 1½ quarts.

Strawberry and Pineapple Sherbet

Wash and hull
1 quart strawberries, sprinkle with
1 cup sugar. Add
1 cup cold water
1 cup crushed pineapple
Lemon juice to taste, and freeze to a mush. Fold in
½ pint cream beaten light but not stiff and finish freezing.

French or "New York" Ice Cream

Scald
2 cups milk, pour over
4 egg yolks mixed with
½ cup sugar and
⅛ teaspoon salt. Return to double boiler and stir and cook until coating is formed on spoon. Cool, strain, add
1 cup heavy (double) cream and
1 tablespoon vanilla and freeze. For a cheaper ice cream use only two egg yolks and thin cream. For a very rich ice cream use more egg yolks.

The Ice Cream Scoop

Ice cream scoops come in different sizes, so that six, eight or twelve or more portions may be taken from one quart of cream. Some scoops are half spheres, and some are cone shaped. They insure uniformity in the size of the portions served. A large mixing spoon may also be used.

When serving, use two scoops or spoons and change them frequently, keeping one in hot water, while the other is being used to serve the cream, so that the ice cream will slide easily from the hot spoon into the serving dish.

Molded Ice Creams

Ice cream molds come in individual shapes and are for sale by wholesale dealers in kitchen supplies in all large cities. The best ones are made of lead and cost from one to three dollars each. Larger molds come in sizes holding from one pint to two quarts or more in many different shapes, such as brick, melon, heart shaped, et cetera.

Individual ices are, of course, served one to a person. Large molds should be cut in slices for serving. Molds are filled to overflowing with the frozen mixture, covered and packed in 4 parts ice and 1 part rock salt until time for serving.

The rim where the mold and the cover join may be bound with a strip of cheesecloth dipped in melted fat to prevent the entrance of salt water into the mold.

Turning Out a Mold of Jellied or Frozen Mixture

A mold should be oiled and the oil wiped out with soft paper before a mixture is put in. Wet with cold water the platter on which the mold is to be served and do not dry it. If it does not fall directly in the center, it can then be easily moved into place. If the mixture does not readily come out of the mold, dip it for an instant in warm water or lay over it a cloth wrung out of hot water. A thin knife run around the edge will help to loosen it.

Garnishing a Mold of Jellied or Frozen Dessert

The turned out mold may be decorated with:
Whipped cream forced through a pastry bag in which a rose tube has been inserted

Candied or maraschino cherries
Candied pineapple, plums and apricots cut in pieces
Whole or chopped nuts, especially green pistachio nuts, toasted almonds and pecans
Fresh or canned fruits, especially strawberries and apricots
Lady fingers
Macaroons
Kisses
Marshmallows
Spun sugar
Candy flowers

Frozen Desserts Attractive for High Teas or Buffet Service

Vanilla ice cream, plain or with chocolate or butterscotch sauce
Vanilla ice cream with strawberries
Chocolate ice cream with marshmallow sauce and nuts
Strawberry ice cream
Coffee ice cream
Banana ice cream
Strawberry ice with center of vanilla or strawberry mousse
Macaroon ice cream
Lemon ice with center of maraschino mousse
Coffee caramel parfait
Vanilla mousse with broken meringues frozen in it
Pistachio ice cream with nuts or with peaches
Neapolitan ice cream (three kinds of ice cream molded in brick mold)
Frozen pudding
Strawberry mousse
Caramel bisque
Orange ice cream with crushed strawberries.
Strawberry ice cream between slices of angel cake, covered with chopped sweetened strawberries

The most popular sauces to serve on ice creams are:

Butterscotch Sauce
Marshmallow Sauce
Chocolate Sauce
Nut and Fruit Sauce
Fresh fruit crushed and sweetened.

These sauces sell separately for about eighty cents a pint.

Butterscotch Sauce

In saucepan put
1¼ cups (½ pound) brown sugar
⅔ cup (½ pound) corn syrup and
4 tablespoons butter. Boil to 230 degrees F., and add

¾ cup thin cream all at once. Serve on ice cream and sprinkle with Chopped nuts. This sauce may be kept for some time. Stir well just before using. Sixteen servings.

Nut and Fruit Sauce

Wash, stone and cut in pieces
½ pound dates; cut in pieces
1 cup maraschino cherries; mix and add
½ cup maraschino syrup
1 10-ounce can of preserved figs cut in pieces and
Syrup in which they are preserved. Chill thoroughly and just before serving add
⅔ cup almonds blanched, halved and browned in the oven.
Makes 1 quart.

If you have not the facilities for making or molding large quantities of ice cream, you can get in touch with a large city manufacturer who has the reputation of making the best ice cream of anyone about, and order from him as required. He will doubtless give you a commission, probably of 12½ per cent, on all that you sell for him.

Cakes

Little cakes and cut cake may be served at the Buffet Spread. To the list of cakes that you have made up for afternoon teas, you may add:

Pound cake
Devil's food cake
Sponge cake
Angel cake
Bride's cake
White fruit cake

Accompaniments

Olives
Stuffed olives
Salted nuts
Candied ginger
Mints
Bonbons
Tiny hard candies
Chocolates

MENUS FOR SOCIAL OCCASIONS

Following are menus for different types of functions. Some are a trifle unusual and especially delicious. Others are standard and submitted by first-class caterers. Where possible the cost of serving, as estimated by a caterer, is included as a guide to you, when you do work of this kind.

Afternoon Tea

Menu I

MARMALADE AND STRAWBERRY JAM SANDWICHES
CHOPPED NUTS AND CREAMED BUTTER SANDWICHES
LITTLE CHOCOLATE CAKES
TEA WITH ORANGE SUGAR
SALTED ALMONDS

Menu II

CHOPPED OLIVE SANDWICHES
TINY CREAM PUFFS WITH CHOPPED PRESERVED GINGER AND CREAM-CHEESE AS FILLING
SWEET CHOCOLATE SANDWICHES
HAZEL NUT CAKES BONBONS SALTED NUTS
TEA WITH SLICED LEMON AND WHOLE CLOVES

Menu III

PIMIENTO CHEESE SANDWICHES
LETTUCE AND MAYONNAISE DRESSING SANDWICHES
FROSTED WAFERS NOUGAT SWEDISH TEA CAKES
BOILED COFFEE WITH CREAM

Menu IV

MOSAIC OR RIBBON SANDWICHES
CHICKEN AND CREAM CHEESE SANDWICHES
FROSTED AFTERNOON TEA CAKES FUDGE SQUARES SALTED NUTS
ORANGE FRAPPÉ
BONBONS
COFFEE TEA

A Formal Tea

ASSORTED SANDWICHES
FANCY ASSORTED CAKE
FRESH STRAWBERRY FRAPPÉ
OLIVES
SALTED ALMONDS BONBONS
PRESERVED GINGER
COFFEE TEA

100 persons—$1.00 a Plate

The More Elaborate Tea

Menu I

LOBSTER SALAD TINY BUTTERED ROLLS
JAM AND CHEESE SANDWICHES RIBBON SANDWICHES
STRAWBERRY BOMBE LITTLE NUT CAKES
SPONGE SQUARES SALTED ALMONDS
TEA WITH CLOVES COFFEE WITH CREAM
BONBONS

MENU II

MOLDED CHICKEN SALAD CHOPPED OLIVE OR PIMOLA SANDWICHES
BROWN BREAD SANDWICHES HORSERADISH BUTTER SANDWICHES
MACAROON ICE CREAM LITTLE SPONGE CAKES
FROSTED TEA CAKES GLACÉ FRUITS
TEA WITH LEMON SUGAR CHOCOLATE WITH CREAM
CANDIES

MENU III

CHICKEN AND CLAM BOUILLON
TOASTED CRACKERS
FROZEN PINEAPPLE SALAD
CREAM CAKES WITH CHEESE FILLING
FRUIT PUNCH

MENU IV

FRAMINGHAM SALAD LOAF
LETTUCE CELERY OLIVES
MOLDED ORANGE JELLY WITH ORANGE SECTIONS AND WHIPPED CREAM
CREOLE CAKE FRUIT CANDIES
COFFEE TEA PUNCH

Prices with Buffet Service

One successful caterer sends out the following menus. The cost includes the use of necessary china, silver and linen; also the services of two men and one maid to assist in the kitchen.

MENU I

SALMON CUTLETS AND PEAS
ROLLS
SELECTED ICE CREAM
FANCY CAKE
COFFEE

50 persons or more—$1.60 each

MENU II

CHICKEN PATTY A LA KING
ASSORTED SANDWICHES
SELECTED ICE CREAM
FANCY CAKE
COFFEE

50 persons or more—$1.80 each

MENU III

SWEETBREAD CUTLETS
FRUIT SALAD
ROLLS

SELECTED ICE CREAM
FANCY CAKE
COFFEE

50 persons or more—$1.85 each

Menu IV

TIMBALE OF CHICKEN—MOUSSELAINE SAUCE
WHOLE SALMON MAYONNAISE
ROLLS
SELECTED ICE CREAM
FANCY CAKES
COFFEE

50 persons or more—$1.90 each

Menu V

LOBSTER A LA NEWBERG IN RAMEKIN
CHICKEN SALAD
ROLLS
SELECTED ICE CREAM
FANCY CAKES
COFFEE

50 persons or more—$2.50 each

Evening Receptions

Menu I

NEAPOLITAN ICE CREAM
CAFÉ PARFAIT
FROZEN PUDDING
STRAWBERRY MOUSSE
RASPBERRY BISQUE
FANCY FRUIT AND FLOWER ICES
FANCY ASSORTED CAKE
COFFEE FRUIT LEMONADE

100 persons—$1.00 a Plate

Menu II

LOBSTER SALAD CHICKEN SALAD
ROLLS
NEAPOLITAN ICE CREAM
CAFÉ PARFAIT
FROZEN PUDDING
STRAWBERRY MOUSSE
RASPBERRY BISQUE
FANCY FRUIT AND FLOWER ICES
FANCY ASSORTED CAKE
COFFEE FRUIT LEMONADE

100 persons—$1.50 a Plate

Wedding Receptions and Breakfasts

A Simple Menu

PINEAPPLE PUNCH

SPONGE CAKES

It is permissible to serve only a punch or frappé and sweet crackers or cakes, whether the wedding takes place during the day or in the evening. If the weather is cool, coffee or cocoa may be more acceptable, with sandwiches and wafers or cakes.

Simple Menu for Cool Weather

COFFEE WITH WHIPPED CREAM
CHERRY AND NUT SANDWICHES
WEDDING CAKE BONBONS

More Elaborate Menus

Menu I

RASPBERRY BOMBE
BABY BALTIMORE CAKES
CHOCOLATE PEPPERMINT PARFAIT
BRIDE'S CAKE
GRAPE JUICE PUNCH COFFEE

Menu II

LOBSTER SALAD
WATERCRESS SANDWICHES
NEAPOLITAN ICE CREAM
LITTLE WHITE CAKES
COFFEE

Menu III

RASPBERRY SHERBET WITH PHILADELPHIA ICE CREAM IN CENTER
COFFEE ICE CREAM WITH VANILLA MOUSSE AND NUTS IN CENTER
ANGEL CAKES FROSTED ALL OVER
PLAIN SPONGE CAKES
LADY FINGERS
TINY COCOANUT CAKES
TINY NUT CAKES WITH CHOCOLATE FROSTING
PUNCH COFFEE

Served for $1.00 a Plate

Wedding Supper

FRESH SALMON IN ASPIC JELLY
CHICKEN AND MUSHROOM CROQUETTES
FANCY ROLLS
VANILLA PARFAIT
WHITE FRUIT CAKE WEDDING CAKE
COFFEE FRUIT PUNCH

Figuring Cost of Afternoon Tea Menu

From previous lessons and experience you should have data as to the cost of sandwiches and little cakes. In estimating the cost of a menu, use cards, ruled as in Lesson II.

Have one card for each sandwich, each cake, for beverages, with their different accompaniments, and for nuts, olives, bonbons, et cetera.

Then copy the totals from each card onto another card as follows, using cost and selling price of foods. It will be wise to make out a card, very carefully, for each menu that you propose to serve.

AFTERNOON TEA MENU—SAMPLE CARD
(For 40)

		Selling Price		Cost
Marmalade and Jam Sandwiches....	5 doz.	$1.20 doz.	$6.00	$2.00
Nut and Butter Sandwiches.....	5 doz.	1.20 doz.	6.00	1.60
Little Chocolate Cakes.....	5 doz.	.75 doz.	3.75	1.45
Salted Almonds	2½ lbs.	1.50 lb.	3.75	2.72
Tea	½ lb.	1.00 lb.	.50	.50
Orange Sugar	1 lb.	.50 lb.	.50	.50
Lemons	½ doz.	.30 doz.	.15	.15
Cream, thin	1 pint	.40 pint	.40	.40
Cups and Saucers.....	3⅓ doz.	.50 doz.	1.70	1.50
Teaspoons	3⅓ doz.	.01 each	.40	.35
Napkins (cloth)	3⅓ doz.	.05 each	2.00	1.50
Waitresses	2	.40 hour	.80	.80
Transportation.....	5 mi.			
2 hours, including return		3.00 an hr.	6.00	6.00
Supervision, etc.			5.00	
			$36.95	$19.47

Catering for a Large Party

Catering for a large party may not be beyond your possibilities. The following description of a successful dancing party will show a supper which was supervised by a young woman of little experience. It was largely prepared in her own home.

This is an extract from her letter:

"The dance hall was finished in ivory and old rose. We had fes-

toons of paper vines and wistaria from each light globe and entirely around the room direct from the ceiling; in the space between each window were huge shower bouquets of real roses, four dozen to the bouquet, and at each drape at the windows and doors were like bouquets of roses; at opposite ends of the room were tall floor lamps and at opposite sides were tall candle stands of fifteen cathedral candles; tall stands with bird cases were in various corners. The punch table was in one corner and also decorated with roses.

"The supper room was decorated the same way; a huge bouquet of roses formed the center piece, and festoons of roses and tulle decorated the table cloth. Every thing was served in silver dishes. There were thirteen cakes, half white frosting, half pink; they were 8 inches wide by 12 inches long, one layer nearly 2 inches thick; these were served in whole cakes, one of each color, cut 21 squares to a cake, in a large silver tray, just the size needed. There were 1,000 sandwiches, 500 made of ham, ground in a meat grinder and mixed with sweet pickle and mayonnaise, the other 500 made of cream cheese, stuffed olives, pimiento, celery and mayonnaise. These were served on silver plates. Ten pounds of pecans and almonds mixed were salted after being cooked in olive oil. These were served in a large, tall silver bowl. Coffee was served from a silver urn placed at one end of the table.

"Pink mints and long, slender candy sticks and individual ice creams in the shape of a full blown rose completed the refreshments for a party of 200."

REFERENCE BOOKS

Boston Cooking School Cook Book, Fannie Merritt Farmer, $2.50.
Table Service, Lucy G. Allen, $1.75.
Paul Richards' Pastry Book, $2.50.
Mrs. A. B. Marshall's Larger Cookery Book of Extra Recipes, Marshall's School of Cookery, London, England.
The Ideal Cookery Book, M. A. Fairclough.
Recipes and Menus for Fifty, Frances Lowe Smith, $2.00.
More Recipes for Fifty, Frances Lowe Smith, $2.00.
New Day Drinks, Alice Bradley, California Fruit Growers Ass'n, Los Angeles, Cal., free.
Salads, Sandwiches and Chafing Dish Dainties, Janet M. Hill, $2.00.
The Gracious Hostess, Della Thompson Lutes, $3.00.
Lessons in Cooking Through Preparation of Meals, Robinson and Hammel, $2.50.

COOKING FOR PROFIT
VII

LUNCHEON SERVICE FOR ONE; BOUILLON COURSE

COOKING FOR PROFIT

PART VII

CATERING FOR SPECIAL LUNCHEONS AND SUPPERS

ADVERTISING; TABLE DECORATIONS; MENUS; FRUIT COCKTAILS; SOUPS; FISH COURSE; ENTRÉES; MAIN COURSE; VEGETABLES; SALADS; DESSERTS; CHILDREN'S PARTIES; MENUS FOR SPECIAL AND HOLIDAY PARTIES

MANY women who have had experience in cooking and serving company meals in their own or in other people's kitchens, find profit in preparing meals for special occasions at the home of the person who is entertaining.

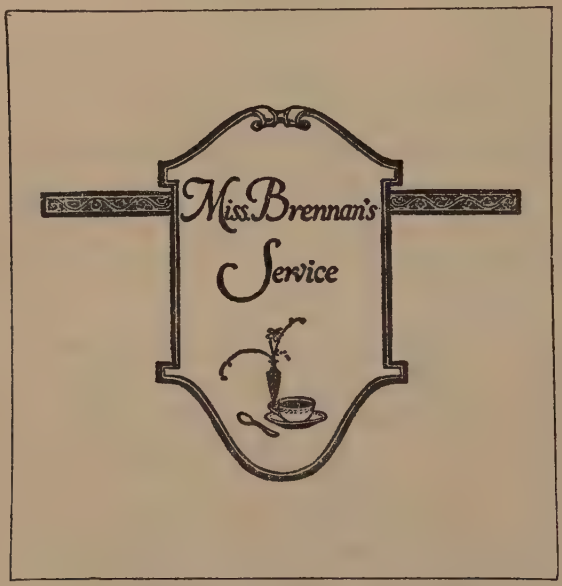
If to a knowledge of cooking is added artistic ability that can be displayed in planning and arranging decorations, favors and menus in accordance with special occasions, a woman will find few unengaged days during the whole season.

The best way to advertise such a business is probably to send out an announcement card something like the following to women who entertain frequently.

Almost no capital is needed in order to start such a business, but a very practical knowledge of all kinds of good cookery is essential. When no entertaining is being done, you can go once or twice a week to a few people and cook enough food to last several days.

Catering for Luncheon and Supper Parties

You will probably be called on the phone and asked if you are free on a certain date. On replying that you are



FIRST PAGE OF AN ADVERTISING CARD

free, a time will be set for you to go to the home of the hostess and discuss with her the menu she is to have.

You must be able tactfully to make suggestions, or graciously to follow her ideas as to the number and kind of courses, the style of decorations, and other details. For her selection you may have a list of dishes, and combinations for each course that will be served.

After the menu is planned, a complete list of all the supplies required for the meal should be carefully made out.

It will be well to go into the kitchen of the hostess and see what supplies are on hand, and if she has all the equipment necessary for preparing the meal as outlined.

DO YOU want a tempting luncheon for company, a simple or elaborate dinner for guests? Let me prepare it for you while you are entertaining your friends.

Let me come in for a day and "cook you up ahead" for several days. My rolls will keep tender, my roast will last for three or four meals. My pot of clear bouillon made up with different flavors will make a first course for a number of dinners. My pies, cakes, cookies and puddings will put something to eat on your pantry shelves and my luncheon dishes will be all ready for you to heat up and place on the table. For several days after a day spent with you dainty dishes can appear like magic at meal time.

Consultations in regard to menus and prices may be arranged for by mail or phone.

MISS MARY C. BRENNAN
921 Havard Street, Brookline

Telephone Brookline 799

References on Request

COPY OF THE ADVERTISING CARD

Most women find it necessary to take with them measuring cups and spoons, one or two sharp knives, special cutters and beaters and molds.

The marketing may be done by the hostess or the person who prepares the meal.

The price charged depends upon the number of persons to be served and ranges from five dollars a meal up, according to the elaborateness of the meal and the number served. It is all clear profit, as all supplies are charged to the hostess.

Table Decorations

The decorations for the table usually include a centerpiece, which should be low enough or high enough not to obstruct the view across the table. This may be of flowers of appropriate colors, or tiny dressed figures suitable to the occasion.

A Jack Horner Pie of crêpe paper, containing favors, is frequently used as a centerpiece. If it is the form of a huge turkey it is appropriate for Thanksgiving.

JOHN H. HOWARD

Equipped for

Serving at Banquets, Socials and Wedding Parties

Excellent Service, Reasonable Charges

Phone 138M NEWBURY, CONN.

ANOTHER ADVERTISING CARD

A lovely and enormous white crêpe paper rose is appropriate for an engagement or a bridal luncheon.

A stunning gray battleship of paper with tiny figures in uniform would grace the table at a luncheon for a navy man.

A chimney of crêpe paper colored to represent bricks, with a paper Santa Claus mounted on cardboard, and holding on his back a brown paper bag from which protrude the family's presents, would be the delight of any Christmas party.

There are yellow tulip pies, and rose pies of all shades to celebrate the luncheon given to the returning college girl.

TABLE SET FOR FIRST COURSE OF AN INFORMAL LUNCHEON

ATTRACTIVE FAVORS MADE FROM GUM DROPS

All these centerpieces contain hidden favors which are attached to different colored ribbons leading to the seat of each guest.

Other decorations may consist of appropriate place cards, individual favors, a small basket of fresh flowers, a small box of candy or a single but very beautiful flower at each place.

It will be to your advantage to visit or otherwise keep in touch with favor shops in large cities. Study the suggestions found in magazines and originate or modify ideas. Keep a scrap book and note book.

Suggestions for Hallowe'en Luncheon

CENTERPIECE—YELLOW CHRYSANTHEMUMS

MENU

ORANGE AND RIPE OLIVE COCKTAIL
CLEAR MUSHROOM SOUP WITH YELLOW CHEESE ON ROUNDS OF TOAST
OR
SQUASH SOUP WITH WHIPPED CREAM AND TRUFFLE
MOLDED FISH WITH NORMANDY SAUCE
OR
CREAMED EGGS AND MUSHROOMS
OR
SCALLOPED CORN
CREAM FINGERS OR LUNCHEON ROLLS
FRENCH CHOPS WITH ORANGE PAPER FRILLS
SWEET POTATO BALLS OR SWEET POTATO CROQUETTES
SPINACH TIMBALES
GRATED CARROT SALAD WITH SALTED WALNUTS
CRABAPPLE MADE OF CHEESE WITH CLOVE STEM
TOASTED BROWN BREAD—CAT OR CRESCENT SHAPE
CHOCOLATE CAKE OR COOKIES IN FANCY SHAPES
YELLOW PARFAIT
OR
FRENCH ICE CREAM
SALTED NUTS IN PAPER JACK-O'-LANTERNS
FONDANT PUMPKINS

CANDLE STICKS

Candles are not used for a luncheon, but may be part of the supper decorations.

Where sufficient candles are used they make the only light provided.

Points for the Caterer to Remember

Take the greatest care of the hostess' possessions.
Show consideration for other help in the house.
Work in harmony with the help.
Do not demand too much of the help.
Be neat in appearance.
Be agreeable in demeanor.

Waitresses

The woman who prepares the meal is not expected to serve, but she may be asked to engage the waiters or waitresses, having one maid for each six guests.

Luncheon Menus

A luncheon menu may consist of five or six courses.

1. A fruit course or shell fish or fish cocktail.
2. A bouillon or cream soup with croutons, crackers or rolls.
3. A fish or entrée course if desired.
4. A main dish in individual services with two vegetables.
5. A salad with a cheese accompaniment or a sandwich.
6. Dessert, nuts, bonbons and coffee.

For special holidays and other occasions, the color scheme of centerpiece and favors, and the decorations of many of the dishes can be such as to suggest the special emblem for that day. With slight changes most menus suggested in this chapter can be adapted to every-day affairs or for a different holiday.

Supper Menus

A supper menu may be similar to that for a buffet luncheon or a spread as suggested in Part VI, page 110.

Ordinarily the guests will be seated at the table rather than be served while standing.

Be sure the foods you select are obtainable at the time the meal is to be served.

Do not repeat *flavors* or *foods* in a menu!

For instance, do not serve tomato soup and tomato in the salad.

Let each course be a contrast in color to the one that precedes or follows it, unless you are carrying out a special color scheme.

A Supper Menu for Twelve

COLD SLICED ROAST CHICKEN TINY BAKED SAUSAGES

HOT PARKER HOUSE ROLLS

SUNSET CAKE MOLDED JELLY

CANDIES

COFFEE PUNCH

Chicken and Sausages

Carve
2 cold roast chickens in thin slices. Cut apart and prick
2 pounds very small sausages. Put in frying pan, cover with boiling water and simmer ten minutes. Drain off all the water and bake in hot oven until crisp and brown. Serve with the chicken.
Garnish with
Watercress or with
Celery salad.

Sunset Cake

Cream
½ cup butter and add gradually
¾ cup sugar. Beat
5 egg yolks with
¼ cup milk and
1 teaspoon vanilla until very light, adding gradually another
¾ cup sugar. Combine mixtures. Sift
3 cups flour three times with
½ teaspoon salt and
3 teaspoons baking powder. Add alternately with
½ cup milk to first mixture. Fold in

2 egg whites beaten stiff. Bake in dripping pans in a hot oven or at 375 degrees F. Cool and put together with

Uncooked Ornamental Frosting (see page 107). Put a thin layer of frosting on the top and sides of the cake. Put small portions of the frosting into seven little saucers. Color each portion delicately with

Color paste, using lavender, blue, green, yellow, orange, scarlet, and rose. Put each portion in a paper pastry bag and in this order make three sets of lines on top of the cake and sets of lines going up and down on the sides. Draw a knife across the cake in several places and around the side of the cake.

Molded Jelly

Soak
3 tablespoons granulated gelatine five minutes in
½ cup cold water, dissolve in
2 cups boiling water, strain and add to
1⅓ cups sugar with
2 cups orange juice and
4 tablespoons lemon juice. Put a thin layer in a quart mixing bowl and when firm decorate with slices of
Banana cut in fancy shapes, large
Strawberries sliced and cut in fancy shapes
Marshmallows cut in strips and
Pistachio nuts, blanched and halved. Put more jelly over the decorations and let stand until firm. Dip pieces of the fruit in jelly and arrange on the sides. Beat one-fourth of the jelly until very light and put in the bowl. Cut in small pieces what is left after shaping decorations from
2 bananas
8 marshmallows and
½ box berries. Add to half the remaining jelly and put gently on the sponge. Chill, turn out on large glass serving dish and surround with
Chopped jelly
Large strawberries and
Whipped cream.

The First Course

The first course may be of one fruit, a mixture of fruits, or one or several fruit juices. The fruit selected or its garnish may be of a color that matches the color scheme selected for the table decorations. Sometimes a fruit or vegetable or shell-fish salad is used for the first course.

How to Serve the Fruit Course

This course may be on the table when the guests enter the dining room. The fruit should be thoroughly chilled and attractively garnished.

The fruit may be served in

1. Single glasses similar to a champagne glass.
2. In a double cocktail glass, the inside glass being surrounded with crushed ice.
3. In the skin of the fruit, as grapefruit, orange or cantaloupe.
4. Sections of fruit or perfect whole berries, arranged on a small, flat plate, with a mound of powdered sugar in the center.

Cocktails

A cocktail glass is served on a small plate covered with a doily with the spoon on the right-hand side of the plate.

Fruit cocktails, made of fruit juices or fruit, are best sweetened with a syrup made of equal parts of sugar and water cooked 3 minutes.

A crabmeat, lobster, or a scallop cocktail may be served in place of fruit. The arrangement is the same, substituting an oyster fork for the spoon if the cocktail is served in a glass. Other arrangements for fish cocktails will be given in the next lesson.

Stuffed Tomato Cocktail (for 12)

Remove skins and centres from
12 small tomatoes. Fill with a mixture of
1 cup celery cut in fine pieces
¼ cup nut meats cut fine
¼ cup ripe olives, chopped
1 tablespoon pimiento, chopped and
Mayonnaise dressing to moisten. Invert each on a nest of
Lettuce leaves. Put a very small ring of
Onion on top and fill the centre with
Caviar or
Pimiento and garnish with
Mayonnaise dressing. If made some time in advance the decorations on each tomato may be covered with a bit of aspic.

Fruit Cocktail Suggestions

(Those with unequal proportions of fruits)

NAME	METHOD
Apple Cocktail	Apple strips covered with apple juice or sweet cider, packed in ice and salt until mixture is mushy. Served with maraschino cherries cut in strips and whipped cream.
Frozen Oranges Whole	Oranges packed in ice and salt until very cold. Served cut in halves with powdered sugar.
Grapefruit and Strawberry Cocktail I	Sections of grapefruit cut in thin slices, with slices of strawberries; garnish of sprigs of mint, and sauce of honey and lemon juice.
Roman Grapefruit	Grapefruit pulp seasoned with salt, Roman punch and sugar and chilled. Garnished with whipped cream flavored with sugar and Roman punch, and with maraschino cherries.
Strawberry Cocktail I	Large strawberries cut in quarters. Served with a preserved marron cut in small pieces, sprinkled with syrup from bottle of marrons and served very cold.
Strawberry Cocktail II	Unhulled strawberries and grapefruit sections arranged on plate and a sauce of maraschino cordial, powdered sugar and salt put in center glass and garnish of sprig of mint.
Strawberry Cocktail III (to drink)	Combination of grapefruit juice, fresh strawberry juice, lemon juice, honey, sugar and White Rock. Serve very cold.
Winter Fruit Cocktail	Grapefruit pulp, orange pulp, and banana cut in small pieces, with Malaga grapes and walnuts. Serve very cold.
Cassaba Melon	Sections of melon served very cold.
Pineapple Cocktail	Portions of fresh pineapple, covered with syrup of sugar, water, orange juice and grapefruit juice and colored pink.
Butterfly Cocktail	A slice of pineapple cut in two and rounded edges placed together. Decorated with bits of candied cnerry, plum, angelica and pistachio nuts for wing spots and lines. Body made of whipped cream, and ornamented with paprika and cress.

(Fruit Cocktails containing about even proportions of fruit)

Fruit Cup	Mixture of white grapes or melon balls, pineapple, oranges and strawberries in equal proportions. Season with sugar, salt, orange juice and pineapple syrup. Pack in ice and salt until barely frozen, and serve at once.
Cassaba Cocktail	Pulp of Cassaba melon mixed with an equal amount of Tokay grapes. Flavor with maraschino syrup and salt.
White Cherry Cocktail	Mixture of white cherries, pineapple and grapefruit. Served with dressing made of maraschino syrup, pineapple and cherry syrup, lemon juice and salt.
Canned Fruit Cocktail	Equal parts of sliced bananas, canned pears and canned peaches. Served with sauce of pineapple syrup, sugar and orange juice.
Grapefruit and Strawberry Cocktail II	Grapefruit pulp, sliced strawberries and sliced kumquats piled in grapefruit baskets. Served with sauce of mashed strawberries and sugar.

Preparation of Fruit for the Fruit Course

Special care must always be taken to prepare fruit neatly and attractively when served at a company luncheon.

FRUIT	METHOD
Grapefruit	Cut the grapefruit across the sections in half. Loosen the pulp around the inside by cutting between the pulp and the skin, then loosen each section by cutting between the pulp and the membrane. Loosen the membrane underneath at the center of the fruit with a grapefruit knife or a pair of scissors, and lift it out entirely leaving the fruit in its shell in its original shape. Garnish or decorate each half, or take out the sections of fruit, cut in two and use in a fruit cocktail.
To Remove Pulp from Orange and Grapefruit	Pare the fruit with a sharp knife, removing every particle of the thin inside membrane with the peel. This will leave the pulp exposed. Hold the fruit over a plate, so that any juice which may drop will be saved. Insert the point of the

knife at the stem end of the fruit close to the membrance that divides the sections. Carefully work the knife in, separating the membrane from the section. Then carefully separate the section of fruit from the membrane on its other side; remove the whole section, complete in shape, and entirely free from membrane. Repeat until all the sections are removed.

Apples	Pare, cut in cubes or strips and cover with lemon juice or with 1 quart of cold water to which 1 teaspoon of salt has been added, until ready to use.
Bananas	Remove skins, scrape and cut in pieces just before they are to be used.
White Grapes	Remove skins and seeds using a small sharp vegetable knife.
Strawberries	Dip strawberries one at a time in cold water and remove hulls if desired.
Melons	Chill thoroughly, cut in sections and serve, or cut pulp in uniform pieces, or in balls, using potato ball cutter.
Pineapple	Use fresh or canned pineapple. Cut in cylinders or cubes.
Alligator Pears	Cut in two, remove stones and serve thoroughly chilled or cut in pieces of uniform size.
Peaches	Dip for a moment in boiling water to loosen the skin, and remove skin with a silver knife; use as soon as chilled.

Soups

A clear bouillon or a cream soup may be served at a luncheon. The bouillon may be hot or jellied.

The bouillon cup and saucer are placed on the service plate, handles directly parallel to the edge of the table.

Fruit juice sweetened, slightly thickened and chilled may, if desired, take the place both of a cocktail and a soup.

Foundation Soup Recipes

The foundation of a bouillon is a beef, chicken or fish stock, cleared with whites of eggs, and always strained through double cheesecloth.

Many cream soups are a combination of thin white sauce, strained vegetable pulp and meat or vegetable stock.

Recipes can be found in almost any good cook book.

Suggestions for Luncheon Bouillons

Beef Bouillon.

Clam Bouillon, with or without whipped cream, and a dash of paprika.

Chicken Bouillon, with or without whipped cream.

Tomato Bouillon, with or without oysters.

Luncheon Cream Soups

Any cream of vegetable soup such as the following is suitable to serve at a luncheon.

Artichoke soup
Purée of Rice and Chicken Stock
Andalusian Soup, (tomato soup with macaroni or tapioca)
Cream of Brussels Sprouts
Beetroot Soup
Cream of Peanut Butter Soup
Cream of Sorrel Soup
Cream of Lettuce Soup
Purée Parisienne (Cream of potato)
Bisque of Scallops
Scallop and Mushroom Soup
Bisque of Clams
Cauliflower Soup
Cream of Oyster Plant Soup
Cream of Corn and Tomato Soup
Pimiento Bisque
Cream of Chestnut Soup
Cream of Almond Soup
Cream of Watercress Soup
Bisque of Oysters

Iced Cherry Soup

From
1 can cherries reserve ½ cup cherries and ½ cup syrup. Crush remaining cherries in their syrup, heat to boiling point and add
1 tablespoon arrowroot mixed with
¼ cup sugar and
¼ cup cold water. Simmer 15 minutes and rub through a sieve. Remove stones from reserved cherries and add cherries to the soup. Crush the stones, put pits with reserved syrup, bring

to boiling point and strain into the soup. Add
2 teaspoons lemon juice (or more to taste)
¼ teaspon salt. Chill and serve in bouillon cups.
Beat
½ cup cream until stiff, add
2 tablespoons finely chopped nuts and
⅛ teaspoon salt. Serve on the soup.
Other fruits may be used instead of cherries.

Soup Accompaniments

An accompaniment to the soup course may be on each bread and butter plate, or may be passed after the soup is served:

Crisp Crackers—Crackers spread with butter and delicately crisped in the oven.
Imperial Sticks—Strips of buttered bread toasted in the oven
Soufflèd Crackers—Crackers soaked in ice water and baked until puffed and brown
Popped Corn
Pulled Bread
Bread Sticks
Parmesan Cheese Sticks
Croutons—Small cubes of bread toasted in oven or fried
Oyster Crackers
Brown Bread and Butter
Toasted Triangles of Bread
Mock Almonds—Thin toast the size and shape of almonds.
(Recipes for these may be found in the "Boston Cooking School Cook Book:")

Celery, radishes, or olives are usually served after the soup has been placed.

Fish Course

A delicate fish course is sometimes served preceding the meat course at luncheon, or it may take the place of the meat course or the entrée.

This may be arranged in the kitchen on individual plates, or fish plates may be placed in front of each guest, and the fish, attractively garnished, may be served on a platter or a fish plate.

Fish should always be very fresh, and served, if possible, free from skin and bone. Fish may be fried, steamed or baked, and should be served with a nice sauce.

Prepare fillets of fish by wiping and removing skin and bones from a small slice of chicken halibut, or from flounders or any other white fish.

Halibut Fillets with Green Pepper (for 12)

Remove skin from a
4 pound piece of halibut and cut in thin slices free from bone, then cut in
24 uniform pieces and sprinkle with
Salt. Put
1 cup fish trimmings through the food chopper with
2 green peppers free from seeds and
2 slices onion. Reserve
12 of the reddest pieces from a half-pound can of crab meat and put remainder of crab meat through food chopper. Add
⅛ teaspoon pepper
1½ teaspoons salt and
2 egg whites not beaten. Mix very thoroughly. Place one-half the pieces of halibut on a glass platter, well buttered. Cover with fish mixture and remaining pieces of halibut. Brush with
Melted butter, sprinkle with
Salt and pepper and cover with greased paper. Bake fifteen to twenty minutes in a hot oven or at 400 degrees F. Use the juice in the pan in the sauce. Place one portion of the halibut on each serving plate, cover half the fish with pink sauce and the other half with green sauce. Garnish each fillet of fish with a piece of red crab meat and a ring of green pepper. Place potato balls at one side and asparagus with cheese on other side.

Plaza Sauce

Cook skin and bones of halibut with
6 slices carrot
2 slices onion
Sprig of parsley
Bit of bay leaf
¼ teaspoon peppercorns and
3 cups cold water, for thirty minutes. Melt
3 tablespoons butter, add
5 tablespoons flour and
1½ cups of the fish stock strained; stir until sauce boils, and keep hot over hot water. Add
½ cup cream
½ teaspoon salt
⅛ teaspoon pepper
Few grains cayenne
1½ tablespoons lemon juice
Liquid from the fish platter and divide in two portions. To one portion add

Tomato paste or catsup to make a delicate pink color. To remaining sauce add
Green color paste or concentrated spinach juice to give a delicate green color. Finely chopped truffle may be added if desired.

Fish and Spinach Mousse

Cover
1½ cups soft stale bread crumbs with
Cold water and let stand one minute. Drain in cheesecloth and squeeze as dry as possible. Put in saucepan with
1½ tablespoons butter and cook, stirring constantly, until a paste is formed, then spread on a plate to cool. Put
1½ cups cold cooked salmon through food chopper. Pound in mortar with bread mixture, add
⅔ cup heavy cream
4 eggs slightly beaten
1½ teaspoons salt
¼ teaspoon pepper and
Few gratings nutmeg. Put in greased border mold, cover with
2 cups cooked spinach rubbed through a sieve seasoned with
2 tablespoons butter and
Salt, paprika and lemon juice to taste. Set in pan of hot water on a folded newspaper and bake 45 minutes in a slow oven or at 300 degree F. Turn out on a platter, place a row of Asparagus tips in the center, fill with
Potato balls, pour
Cheese Sauce over the fish and garnish with
Parsley.

Lobster or Crab Meat Thermidor

Split a
2 pound lobster, remove meat and cut in small pieces. Put in saucepan
1 teaspoon finely cut onion
1 teaspoon chopped parsley
½ teaspoon beef extract and
1 tablespoon water. Stir and cook until water is almost evaporated, add
2 tablespoons butter and when melted add
2 tablespoons flour and
1 teaspoon mustard. When smooth add
1 cup rich milk and stir until sauce boils. Add
½ teaspoon salt
Few grains cayenne and the
Lobster meat or
½ pound crab meat,
¼ cup mushroom caps cut in slices and
1 tablespoon grated cheese. Put in lobster or crab shells, sprinkle with

Grated cheese and bake in hot oven or at 450 degrees F. until delicately brown. Serve with
Potato chips
String beans with
Chopped parsley, and
Dressed cucumbers.

Consult the markets as to the best fish to serve, and cook books for attractive methods of serving.

Sliced tomatoes or cucumbers served in some attractive manner and dressed with French dressing are a good accompaniment for the fish course.

Luncheon Entrées

An entrée, which is a made dish, may take the place of the fish course, or may be used for the main course at a luncheon. The hot dishes suggested in Lesson VI may be used, or any of the following. Many other suggestions will be found in good cook books. A delicately flavored sauce is an important part of most entrées. A delicate vegetable with a rich sauce is sometimes served as an entrée.

A Few Pleasing Entrées

Eggs, hard cooked or poached, in individual dishes with a rich sauce. These or other egg dishes may be used as the first course at a luncheon.
Stuffed Mushroom Caps
Shrimps and Mushrooms with a good sauce
Scallops creamed or fried
Oyster and Shrimp Newburg
Lobster in a cream sauce, served in pastry boats or patty cases
Chicken and Mushroom Timbales
Chicken, Ham or Fish Mousse—(Raw meat combined with heavy cream and egg whites and steamed or baked).
Sweetbread and Mushroom Patties
Deviled Crabs
Sweetbreads in Ramekins

Main Course

Where a substantial fish course or entrée has been served, no other meat course is necessary; but the following meats

may follow or be used in place of the fish or entrée courses mentioned above. They should be attractively served. One or more vegetables often are used for garnish.

A Few Delicious Luncheon Meats

Veal Cutlets, with or without thin slices of ham
Beef Tenderloin, broiled, with mushrooms
Sweetbreads, braised, with French chestnuts and mushroom sauce
Sweetbreads with French peas.
Sweetbreads and hard cooked eggs in sauce, served in pastry cases
Lamb Chops stuffed with mushrooms or horseradish dressing
Lamb Chops, breaded, mushroom or truffle sauce.
Kernels or Tournados of Lamb (the lean part of chops), broiled with currant mint sauce, bacon, savory potatoes, or mint jelly
Lamb Chops with mashed potato roses, broiled ham, artichoke bottoms and mushroom caps
Fried Chicken
Roast Incubator Chickens
Chicken Breasts stuffed with mushrooms, cream sauce
Chicken baked in cream
Guinea chicken breasts, broiled or baked, with ham in thin slices, and brown sauce
Pigeon Pie
Squabs en Casserole

Potatoes

Potatoes served at a luncheon should be attractive in appearance and taste, such as:

Mashed potatoes, beaten until light or forced through pastry bag and rose tube
Mashed potatoes with cheese, or chopped parsley or pimiento
Mashed potatoes covered with whipped cream and with grated cheese or bread crumbs and baked
Mashed potatoes shaped like apples or pears and baked
Creamed potatoes sprinkled with parsley.
Creamed potatoes covered with buttered crumbs and baked
Creamed potatoes with grated cheese or chopped green pepper or pimientos
Potatoes baked and stuffed
Potato balls
Potatoes fried—as French fried, shredded, balls, curls, etc.
Potato croquettes
Sweet potatoes, creamed
Sweet potatoes candied
Sweet potatoes with orange sections, bananas, prunes, white grapes or cooked apple sections
Sweet potatoes mashed, with pineapple or marshmallows.

Luncheon Vegetables

The tender and less common vegetables should be used for special luncheon and dinner menus. They should be very carefully prepared and served as attractively as possible.

Suggestions

French artichokes with Hollandaise or Mousselaine Sauce
Artichoke Bottoms with peas, mushrooms or other vegetables
Asparagus on toast with butter or a rich sauce
Brussels Sprouts with white sauce
Brussels Sprouts with celery
Carrots and Peas
Carrot Timbales
Cauliflower with white sauce and cheese
Cauliflower with Hollandaise or Mousselaine Sauce
Celery creamed or braised
Corn fritters
Corn Soufflé
Egg Plant Timbales or Scallop
French Endive braised with melted butter
Leeks on Toast
New Lima Beans
Mushrooms creamed or stuffed
Oyster plant creamed
Stuffed Peppers
String Beans
Green Peas
Spinach with egg
Spinach Soufflé
Spinach Timbales
Tomatoes baked or sautéd with a sauce
Tomatoes stuffed
Mixed vegetables en casserole

Rolls to Serve with a Luncheon

These should be fresh, small and delicately brown.

Butterfly Rolls
Cream Bread Fingers
Luncheon Rolls, heart or flag shape for special occasions
Parker House Rolls
Salad or Dinner Rolls
Clover Leaf or Shamrock Biscuit
Sweet French Rolls
Crossett Rolls

Luncheon Salads

A luncheon salad may be more substantial than that served for a dinner. It may be arranged on individual plates, or on a large dish, and passed that each guest may help herself.

Salads suggested in Lesson VI, and made of many other fruits and vegetables alone or in combination, may be served at a luncheon. Mayonnaise dressing, plain or combined with cream, chili sauce, et cetera, may be served.

Do not serve a fruit salad if a first course of fruit has been served. It is not necessary to serve a dessert if a fresh fruit salad, or one that has been jellied or frozen, has been served with a cream or mayonnaise dressing.

Salad Accompaniments

Whatever is offered should be something to bring out, rather than to overpower, the flavor and seasonings of the salad.

Cheese croquettes—served with salad greens simply dressed
Cheese balls—served with salad greens simply dressed
Crackers, thin, unsweetened, buttered, sprinkled with mild paprika, and heated. Served with fruit salads
Simple sandwiches
Baking powder biscuits, fresh and hot
Cheese straws
Graham bread and butter

Desserts

For suggestions for ice cream, cakes, bonbons, et cetera, consult previous lessons in this course, and standard cook books. Let your ingenuity suggest special decorations for the holidays.

Color and arrangement of whipped cream, frosting, candied fruits, tiny candies, nuts, et cetera, may be made to be typical of the special day, as green for St. Patrick, red for St. Valentine, and patriotic holidays, heart shapes for St. Valentine and engagement luncheons, and so on.

Bonbons, mints and other candies, the color in keeping with the decorations, may be on the table during the luncheon and passed after the dessert. Salted nuts may be on the table in individual dishes or in two large dishes.

The coffee may be brought in after the dessert, or may be served in the drawing room.

Decorations for Finger Bowls

Finger bowls, one-fourth full of tepid water, which are brought in after the fruit course, or with the dessert plates, may be garnished with a few petals from the same flowers that are used in the decoration of the table. A few drops of rose or violet water are sometimes added.

Children's Parties

For children's parties the dishes selected should be *suitable to the age of the child.* It is a great mistake to serve to children such combinations of food as may make them ill afterward. Refreshments should be served at the children's regular supper hour.

If the children's party is also a birthday party, special pains should be taken to provide a birthday cake with favors inside, and with the right number of candles blazing on the cake.

Birthday cake boards, round, plain or decorated, with space for the cake in the center and holes for candles around the edge, may be purchased at many kitchen furnishing and other shops.

Animal crackers dipped in sugar syrup which has been cooked to the crack, and then attached to small crackers, make an attractive table decoration when formed into a procession marching around the table just inside of the plates.

Individual ice creams in animal shapes are always attrac-

tive. Toys representing stories with which the children are familiar are an effective table decoration. Toy balloons hanging from the doors, windows and chandeliers of the dining room make a pretty effect. Bonbons containing toy hats of paper may be at each plate.

If possible, have something for each child to take home. An individual basket of candy, a balloon, a toy of some kind, or a small musical instrument, will all give much pleasure to the small guest.

The following menu and recipes are from a recent demonstration lecture.

A NOAH'S ARK PARTY

Spinach and Tomato Soup with Animal Noodles or Croutons

Put in saucepan
3 tablespoons butter and
1 slice onion cut fine. When slightly brown add
3 tablespoons flour
1 teaspoon sugar
1 teaspoon salt and
⅛ teaspoon pepper. Stir until well mixed and add
2 cups canned tomatoes and stir until mixture boils. Add
4 cups water in which spinach (or celery) was cooked, and simmer ten minutes. Rub through a sieve and serve with
Thin slices of bread cut in animal shapes and toasted in the oven until delicately brown, or
Noodles, cut in animal shapes, or
Alphabet paste, cooked until tender in boiling salted water.

Stuffed Egg on Cracker Wagon

For each person use
4 oysterettes and
2 toothpicks to make wheels. On these place a piece of
Buttered toast 1¾ inches wide and 3 inches long. Use
Animal crackers with the feet embedded in tiny pieces of
Bread, with thread for harness, to draw the cart. Use a
Little Folks cracker to drive the wagon. Arrange a
Lettuce leaf on the cart, and on it place a hard-cooked
Egg. Cut part way through the thin part of the white; mix the yolk with an equal amount of

Chopped, cooked chicken, moisten with
Melted butter, season with
Salt, and shape like a chicken just emerging from the shell.

Grapenuts Bread Sandwiches

Cut 8 slices of
White bread and
Grapenuts bread and spread 4 slices of each with
Creamed butter. Cut the figure of an animal from remaining slices. Place a dark figure in the opening in white bread, and vice versa. Place on the buttered slices and serve. Or cut bread in large animal shapes and put together for sandwiches.

Grapenuts Bread

Pour
½ cup milk over
½ cup grapenuts. Beat
1 egg and add
¼ cup sugar
½ cup milk
2 cups flour sifted with
½ teaspoon salt
1 teaspoon soda and
2 teaspoons cream of tartar. Add grapenuts, mix thoroughly, turn into greased bread tins and bake 60 minutes at 325 degrees F.

Sour Cream Molasses Cookies

Work until creamy
½ cup shortening, add
½ cup brown sugar and when smooth add
½ cup molasses
1 egg, beaten
½ cup sour cream mixed with
½ tablespoon sifted soda. Then add
4½ cups flour sifted with
¾ tablespoon salt and
1 tablespoon ginger. Chill, roll very thin, put on greased tin sheet, and cut in four pieces ten inches long and four and one-half inches wide, and two pieces four and one-half inches long on the edges and six and one-half inches high in the middle. In two of the long pieces cut a door 3 inches high and 2 inches wide, and tiny windows. Bake 12 minutes at 325 degrees F. Put together with
Hot syrup to form a Noah's Ark. Cut remaining mixture with animal cutters. When baked, decorate with
Ornamental frosting forced through a small paper tube, and tiny Candies.

Little Sponge Fish Cakes

Bake
Sponge Cake (see page 99) in small, greased fish molds for 10 minutes at 375 degrees F., or bake in a sheet and cut out in the shape of butterflies, fishes, or turtles. Cover with
Confectioner's frosting and decorate with
Melted chocolate and
Butter frosting.

Lemon Pigs

Select 8 long lemons, cut in two lengthwise and remove juice and pulp, keeping the halves together. Use toothpicks for legs, insert a bit of curly celery for a tail and make eyes with a toothpick dipped in paprika. When ready to serve, fill with Lemon Milk Sherbet.

Cocoa with Marshmallow Turtles

Flatten
8 marshmallows and make turtles out of them by inserting bits of
Stick cinnamon for legs and tail and using a
Clove for the head. Serve one in each cup of
Cocoa.

Gum Drop Favors

From
1 pound gumdrops, assorted shapes and colors,
Chocolate peppermints,
Toothpicks and
Melted chocolate, fashion quaint animals and figures. Place cards may be tied around the neck of each figure.

Lollypop Animals

Make
Barley Sugar, molding it in animal shaped lead molds, in which are inserted
Lollypop sticks.

Entertainment for Children's Parties

It is not easy to give a successful children's party. Many children demand a good deal of entertaining. Practically every moment of the afternoon should be planned beforehand so games will follow each other smoothly and with sufficient variety to prevent restlessness and consequent loss of interest.

There are Mother Goose Parties, and Fairy Story Parties, May Parties, Doll Shows, and many other kinds of parties which appeal especially to the young members of the neighborhood.

Most of the women's magazines issue booklets giving suggestions for children's parties, and delightful books are suggested at the end of this chapter.

"When is the party going to commence?" You should remember that to a child the *party* means refreshments, and not spend too much time on entertainment before the supper is served.

MENUS FOR SPECIAL OCCASIONS

St. Valentine Spread

MENU I

TOMATO BISQUE
CREAMED SWEETBREADS IN HEART-SHAPED TIMBALE CASES
HAM MOUSSE IN HEART SHAPES
SANDWICHES IN HEART SHAPES SPREAD WITH PIMIENTO BUTTER
ICE CREAM TARTE
(4 meringue hearts put together with pink ice cream between)
WHITE FRUIT CAKE (heart shaped) COOKIES
LOGANBERRY PUNCH

St. Valentine Luncheon

MENU II

SHRIMP COCKTAIL
CLAM BOUILLON WITH WHIPPED CREAM
FILLETS OF HALIBUT PAPRIKA SAUCE
LUNCHEON ROLLS (heart shape)
CHICKEN BREASTS WITH BROILED HAM, CREAM SAUCE AND MUSHROOMS
MASHED POTATO APPLES
GRAPEFRUIT SALAD TOASTED BUTTER THINS
STRAWBERRY ICE CREAM MARSHMALLOW SAUCE
HEART-SHAPED WAFERS, PINK FROSTING MINT HEARTS

Washington's Birthday Spread

MENU No. I

GRAPEFRUIT WITH CHERRIES
FRIED CHICKEN CORN FRITTERS SALAD ROLLS
CHAUFROID OF SALMON

LAYER SANDWICHES WITH RED AND GREEN PEPPERS AND MAYONNAISE
BISQUE ICE CREAM PEANUT DROPS
HATCHET-SHAPED COOKIES FRUIT PUNCH

Menu No. II

TOMATO BOUILLON
CHICKEN CROQUETTES WITH PEAS CHERRY SALAD
LAYER SANDWICHES CHOCOLATE CAKES
APRICOT BOMBE FROSTED CAKE WITH CHERRIES
OAT WAFERS STUFFED FIGS

St. Patrick's Day Luncheons

Menu I

OYSTER COCKTAIL
GREEN PEA SOUP CRISP CRACKERS
HALIBUT WITH PARSLEY SAUCE SHAMROCK BISCUIT
TOURNADOS OF BEEF POTATO CROQUETTES, CORK SHAPE
SPINACH TIMBALES
SHAMROCK SALAD OF PINEAPPLE SLICES WITH GREEN PEPPER STUFFED WITH CHEESE AND SLICED
CHEESE CAKES
VANILLA ICE CREAM WITH GREEN COCOANUT AND MARSHMALLOW SAUCE
ROLLED GREEN WAFERS
CAFÉ NOIR

Menu II

SHAMROCK CANAPÉS (tiny cream cakes in groups of three filled with sardine butter)
SPINACH SOUP IMPERIAL STICKS
MOLDED HALIBUT, NORMANDY SAUCE TINTED GREEN COLE SLAW
KERNELS OF PORK SAVORY POTATOES STUFFED ONIONS
MALAGA SALAD
PISTACHIO ICE CREAM, PEACH SAUCE
FROSTED CAKES WITH PISTACHIO NUTS
COFFEE

Easter Luncheons

Menu I

GRAPE FRUIT AND ORANGE COCKTAIL
CREAM OF CHICKEN SOUP WITH EGG YOLKS
BAKED SHAD ROE SANDWICHES
ASPARAGUS HOLLANDAISE
STUFFED LAMB CHOPS NEW POTATOES GREEN PEAS
FRESH MINT SHERBET
BUTTERFLY SALAD
ICE CREAM IN EGG-SHAPED MERINGUES
SMALL CAKES, JONQUIL DECORATIONS
COFFEE

Menu II

STRAWBERRY COCKTAIL
SOUFFLÉ OF SHAD ROE
BROILED CHICKEN WITH ASPARAGUS TIPS POTATO ROSES
DANDELION SALAD
MAPLE MOUSSE BUTTERFLY CAKE
COFFEE

Fourth of July Luncheons

Menu I

JELLIED TOMATO BOUILLON
SALMON GREEN PEAS MASHED POTATO
WATERMELON SALAD LUNCHEON ROLLS
STRAWBERRY ICE CREAM OR STRAWBERRY MANHATTAN PUDDING
RED PUNCH

Menu II

ICED CANTALOUPE
SCALLOPED LOBSTER
JELLIED VEAL HORSERADISH SAUCE
FINGER ROLLS RIBBON SANDWICHES WITH PIMIENTO BUTTER
ORANGE ICE CREAM WITH CRUSHED STRAWBERRIES
NUT WAFERS LITTLE POUND CAKES
PINK LEMONADE

Menu III

MARASCHINO COCKTAIL
PLANKED SALMON POTATOES PEAS
CHIFFONADE SALAD
RADISH SANDWICHES
STRAWBERRY AND MARSHMALLOW BOMBE WAFERS
COFFEE

Hallowe'en Parties

Menu I

FRUIT COCKTAIL IN APPLE CUPS
BOUILLON
BROILED BONED CHICKEN WITH SPAGHETTI, TOMATO SAUCE
AND GREEN PEPPERS
ROLLS
GRAPEFRUIT SPONGE SALAD MOLDED IN THE SHAPE OF APPLES,
CREAM CHEESE LEAVES, FRENCH DRESSING
ICE CREAM, APPLE SHAPES, SPRINKLED WITH GRATED SWEET
CHOCOLATE AND SERVED WITH WHIPPED CREAM
LITTLE CAKES CAFÉ NOIR

Menu II

DEVILLED OYSTERS, BROWN BREAD SANDWICHES
APPLE AND CELERY SALAD

FRENCH AND CHOCOLATE ICE CREAM
ORANGE CAKE WITH ORANGE FILLING AND FROSTING
CHOCOLATE COOKIES, BLACK CAT SHAPE
SUGARED POPCORN
COCOA

An Announcement Party

MENU

CAVIAR CANAPÉS
FISH AND SPINACH MOUSSE
CHEESE SAUCE
FRENCH FRIED POTATO BALLS ASPARAGUS TIPS
CHICKEN SALAD MOLDED IN JELLY
TINY WHOLE WHEAT BISCUIT
STRAWBERRY AND PINEAPPLE SHERBET
WHITE CAKE
SWEET CHOCOLATE SALTED NUTS
COFFEE

Christmas Luncheon

TOMATO SOUP
CRAB MEAT A LA KING POTATOES FONDANT
STRING BEANS AND CELERY IN CREAM
CHRISTMAS SCONES
CHICKEN SALAD CHEESE BALLS
TOASTED CRACKERS
ORANGE MOUSSE
CAKES DECORATED WITH HOLLYBERRIES AND GREEN LEAVES
COFFEE

All Done in Green

MINT COCKTAIL
GRILLED FRESH FISH WITH WATERCRESS BUTTER
PEPPERS AND CUCUMBER JELLY
ASPARAGUS VINAIGRETTE
HARLEQUIN PUDDING CAKES
GREEN GAGE BONBONS
COFFEE

Thanksgiving Supper

CREAM OF CORN SOUP WITH POPPED CORN
SAUTÉD OYSTERS ON TOAST WITH CELERY SAUCE
TURKEY SALAD ROLLS
FROZEN PUDDING
FRUIT CAKE
NUTS RAISINS
BLACK COFFEE

Card Party Luncheon

CHICKEN SOUP GARNISHED WITH HEARTS AND DIAMONDS
OF PIMIENTO, SPADES AND CLUBS OF TRUFFLE
HAM MOUSSE, BAKED IN HEART-SHAPED MOLDS SERVED ON BED
OF SPINACH ALLEMANDE SAUCE
BAKING POWDER BISCUITS SHAPED WITH CARD CUTTERS
GINGER ALE JELLY SALAD
LAYER SANDWICHES
CHOCOLATE ICE CREAM AND RASPBERRY SHERBET
HEART AND DIAMOND COOKIES SPREAD WITH
RED CONFECTIONERS' FROSTING
SPADE AND CLUB COOKIES SPREAD WITH SWEET CHOCOLATE
SALTED NUTS BONBONS
COFFEE

A Company Luncheon

MENU

STUFFED TOMATO COCKTAIL
CHEESE STRAWS
HALIBUT FILLETS WITH GREEN PEPPER
PLAZA SAUCE
BAKED POTATO BALLS ASPARAGUS WITH CHEESE
LUNCHEON ROLLS
GINGER ICE CREAM WITH PEARS
NUT WAFERS
COFFEE
GLACÉD CHERRIES AND RAISINS

A Butterfly Luncheon

BUTTERFLY COCKTAIL
TOMATO BOUILLON BUTTERFLY SHAPED CROUTONS
MOLDED FISH
NORMANDY SAUCE
POTATO BUTTERFLIES PEAS
VEAL CUTLET WITH PEANUT BUTTER SAUCE
CAULIFLOWER MACARONI MOLD
BUTTERFLY ROLLS
BUTTERFLY SALAD CHEESE CRACKERS
RASPBERRY BOMBE GARNISHED WITH
CANDY BUTTERFLIES AND SPUN SUGAR
BUTTERFLY CAKE
BONBONS COFFEE

A Jonquil Luncheon

CLAM BOUILLON OR CREAM SOUP WITH JONQUIL GARNISH
MADE FROM ROYAL CUSTARD
FISH MOLDED IN OVAL SHAPE WITH ALMOND SAUCE AND GARNISH
OF EGG YOLK, CRESS AND ROMAINE

STUFFED PORK OR LAMB CHOPS DIPPED IN EGG
AND CRUMBS AND SAUTÉD
UNTIL A GOLDEN BROWN
MASHED POTATO MADE YELLOW WITH EGG YOLKS
YELLOW BANTAM CORN CUT FROM THE EAR
APPLE FRITTERS WITH LEMON SAUCE, OR MINT AND ORANGE JELLY CUT
IN FANCY SHAPES, OR CUBES OF YELLOW JELLY WITH
BORDER OF GREEN
TURNOVER ROLLS FILLED WITH ORANGE MARMALADE
ORANGE AND GRAPEFRUIT SALAD CHEESE STRAWS
MOLD OF LEMON SHERBET AND FRENCH ICE CREAM
IN FORM OF A JONQUIL
A YELLOW AND WHITE CAKE DECORATED WITH JONQUILS
DEMI-TASSE GREEN AND YELLOW BONBONS ALMONDS

There are also many suggestions for simpler luncheons, with recipes, in *For Luncheon and Supper Guests,* by Alice Bradley.

Menus for Birthday Parties

Menu I

(For Child Under Five Years)

BREAD AND BUTTER SANDWICHES IN FANCY SHAPES
MILK TO DRINK
JUNKET COLORED PINK, WITH WHIPPED
CREAM ROSE ON TOP
SPONGE CAKE SPRINKLED WITH POWDERED SUGAR
ON BOARD WITH BIRTHDAY CANDLES

Menu II

(For Child Six and Seven Years)

ROUND BREAD AND JELLY SANDWICHES
PEANUT BUTTER SANDWICHES CUT IN FANCY SHAPES
COCOA
ORANGE ICE CREAM, PINK AND WHITE
ANIMAL CRACKERS
BIRTHDAY SPONGE CAKE WITH THIN ICING
CARAWAY CANDIES AND CANDLES

Menu III

(Noon-Time Party for Children)

CREAM OF CORN AND TOMATO SOUP
BREAD STICKS
EGGS IN RAMEKINS LETTUCE SANDWICHES
ORANGE MARSHMALLOW PUDDING
MOONSHINE CAKE
LOLLY POPS IN CREPE PAPER COSTUMES

Menu IV

(For the Child Eight to Ten Years)

EGGS MARGUERITE — LETTUCE SANDWICHES
BREAD AND BUTTER SANDWICHES — COCOA
JUNKET ICE CREAM AND CRUSHED STRAWBERRIES
ANGEL CAKE, ORNAMENTAL ICING
ASSORTED MINTS

Menu V

(For the Teens)

LOBSTER SALAD IN DINNER ROLLS, OR CHICKEN SALAD IN ECLAIR CASES
LAYER SANDWICHES
CHOCOLATE ICE CREAM — MARSHMALLOW MINT SAUCE
BIRTHDAY FRUIT CAKE — BONBONS
KISSES

REFERENCE BOOKS

For Luncheon and Supper Guests, Alice Bradley, $1.00.
Catering for Special Occasions, Fannie Merritt Farmer, $1.50.
Party Eats, Woman's Home Companion, 40c.
Lessons in Cooking, Robinson and Hammel, $2.50.
Boston Cooking School Cook Book, Fannie Merritt Farmer, $2.50.
Simplified Cooking, Mrs. Anna J. Peterson, $1.50.
Table Service, Lucy G. Allen, $1.75.
The New Hostess of Today, Linda Hull Larned, $1.75.
The Party Book, Fules and Northend, $3.00.
The R. Wallace Book, Winifred S. Fales.
The Children's Party Book, Woman's Home Companion, 25c.
Book of Games and Parties for All Occasions, Theresa Hunt Wolcott, $2.00.
The Children's Book of Games and Parties, Carolyn Sherwin Bailey, $1.00.
Children's Games and Children's Parties, Gladys Beattie Crozier.
What Shall We Do Now? Dorothy Canfield, $2.00.
Games for Everybody, May C. Hofmann, 75c.
The Book of Games, Mary White, $1.25.
Indoor Games for Children, Gladys Beattie Crozier.

COOKING FOR PROFIT
VIII

TABLE SET FOR FORMAL DINNER

COOKING FOR PROFIT

PART VIII

CATERING FOR DINNER PARTIES

TABLE SERVICE AND SERVING; CANAPES AND OTHER FIRST COURSES; SOUPS; FISH; ENTRÉES; MEAT COURSE AND ACCOMPANIMENTS; DINNER SALADS; DESSERTS; HOW MUCH TO PREPARE; COSTS; TYPICAL MENUS

THERE are many opportunities for women to go into a patron's home and prepare dinners for parties of from two to twenty people. The price charged is proportionate to the number served. It should not be less than $5.00, and may be $10.00 to $15.00, and is all clear profit, as suggested in Lesson VII.

Many people find it more convenient to entertain guests at a tea room or hotel than in their own homes, therefore the manager of such a business needs to be familiar with the service of a formal meal as well as the preparation of each course.

It has become very common for a host or hostess to telephone or write ahead to such a place, ordering a steak or chicken dinner to be served at a definite hour for a definite number of guests. If a formal dinner is to be served at a tea room or hotel, a private room is desirable, but this is not required for the informal dinner party.

A dinner or luncheon at which there are more than twelve guests may be called a banquet. This is usually a more formal meal than a dinner, and may be followed by speeches. Special decorations and music may be provided, and at the large hotels more than two thousand guests are sometimes served.

Table Service and Serving

For formal luncheons and formal dinners the service is practically the same and is known as modified Russian service. No food, save nuts and bonbons, is on the table, but everything is served from the kitchen and passed to or placed before the guests. In a private home one waitress cannot satisfactorily serve more than five or six people, therefore two waitresses will be needed for most formal meals. At hotels one waiter or waitress is provided for every eight guests. When the work is very well systematized, two cooks can serve ten waiters, and each waiter can serve ten guests.

A formal dinner table is laid first with a silence cloth, then covered with a tablecloth, which should hang not less than nine inches on all sides.

A formal luncheon table should be laid with a luncheon set, consisting of a centerpiece and doilies, all of the same pattern, or with a luncheon cloth. The luncheon cloth should reach just to the edge of the table, or hang six to seven inches below it. If the bare table is used, the centerpiece is laid so that the thread of the linen runs with the grain of the wood of the table.

Place the table decoration in the center, having it low or high enough not to obstruct the view across the table. Candlesticks and bonbon dishes are placed symmetrically about the decoration. The covers are marked by placing handsome service plates one inch from the edge of the table, having them directly opposite each other. The centers of the service plates should be twenty-four to thirty inches apart. The silver should be placed in the order in which it is to be used, beginning on the outside so that it will be used toward the plate. The knife or knives are placed at the right of the plate, half an inch from the edge

of the table, with cutting edge toward the plate. Place soup or bouillon spoon with the bowl facing up at the right of knife, teaspoon for fruit cocktail, or fork for oysters or clams, at the right of soup spoon. The forks are placed at the left, tines turned upward, one-half inch from the edge of the table. Do not place more than three forks. If more are required, they should be placed with their respective courses.

Goblets for dinner or tumblers for luncheon are placed at the tip of the knives. They are filled two-thirds full before the meal is announced. They may be replenished at right of guest without lifting them from the table.

Ginger ale cups may be placed a little to the right of the goblets. These often match the goblets, and the ginger ale is served after the soup course or during the fish course.

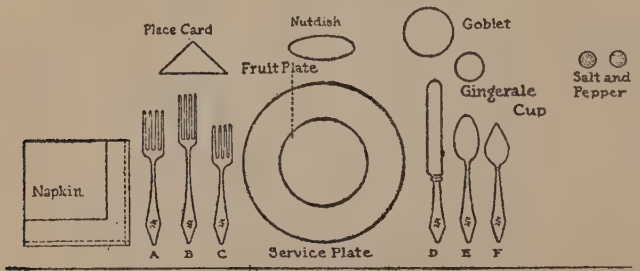
Place filled individual nut dishes in front of the service plate; place cards either in front, back or left side of nut dishes.

The napkin, in size from twenty-four to twenty-eight inches, is placed at the left of forks, folded square; however, if covers are close, they may be folded again to save space. If the napkin is monogrammed, it is placed so the monogram may be easily read by the person at the table. A luncheon napkin may be folded in three-cornered shape. If napkin has an embroidered letter, it should be placed with the point of the napkin toward the plate. If there is no initial, place the long edge of the napkin parallel with the fork.

Butter is not served at a formal dinner, or a very formal luncheon, but is used at informal meals. A bread and butter plate is placed above the service plate and a little to the left, with the butter spreader across the upper right-hand side, with the blade turned toward the center of the plate. If no

butter is served the knife is not used, but the plate may be used for radishes, olives, bread, etc. The plate may be omitted and small baskets, as favors, filled with candies, may be placed above the forks.

Salts and peppers are placed between each two covers. If an open salt cellar is used, place the salt spoon across the top or on the doily beside it.



DINNER COVER IN DETAIL
A, Fish Fork; B, Dinner Fork; C, Salad Fork; D, Dinner Knife; E, Soup Spoon; F, Cocktail Spoon

After the meal is announced and guests are seated, the head waitress starts with the hostess and serves to the right, including the host; the assisting waitress starts with the lady guest of honor at the right of the host and serves to the right.

Everything except beverages and extra silver are placed by the waitress from the left of the guest. A napkin squarely folded, or a serviette, should be used under all dishes of food to be passed.

Formal Dinner Service

First Course: A formal dinner menu generally consists of a beginning such as canapé, oysters or clams on the half

shell, or a fruit cocktail, or a salad; and this first course is on the table when the guests come to the dining room.

Other Courses: The first course is removed from the table by the waitress with the left hand from the left of each person before the soup is placed. The soup is served next from the pantry in filled soup plates and with the left hand placed on the service plate. One waitress then passes the crackers and the other follows with the olives and celery, etc.

The service plates, and soup plates with silver are then replaced by the warm plates for fish or entrée. If the plate is empty, it is placed with the right hand; if filled, with the left hand to avoid accident. If empty plates are placed, the fish or entrée is passed by the head waitress from the left on a platter held on a folded napkin in the waitress' left hand and balanced with the right. The serving silver should be so placed that guests can easily serve themselves.

When this course is finished, the fish or entrée plates with silver are removed with the left hand, and the empty warm meat plates placed immediately with the right hand.

The head waitress serves the meat (previously carved), beginning with the hostess, to everyone at the table, and the second waitress follows with the first vegetable. The head waitress then passes the second vegetable, and the second waitress follows with the rolls. Serving silver should be on the platter and vegetable dishes.

At a banquet or informal meal the meat and vegetable may be on the plates when they are placed, or the main dish, nicely garnished, may be carved and put on plates by the host and passed by the waitress.

The next course may be an entrée, but is usually a salad. It may be served on the plate, or empty plates may be placed and the salad passed by the head waitress on a platter with serving silver, the assisting waitress following with the

accompaniment of dressing, crackers, cheese balls, etc. If salad is served as a first course, it need not be served here.

After the salad, plates and silver are removed, the bread and butter plates if used, and the salt and pepper shakers.

The table is then crumbed, using a plate and folded napkin, forefinger placed in fold, three fingers on outside of napkin.

Dessert. Dessert plates are next placed with the left hand. The silver may be on the dishes or may be brought in by one of the waitresses on a folded napkin and placed at the right. If the dessert is not on the plates, the mold, already cut, is passed with serving silver in place. Small cakes are then passed and finger bowls placed on a small plate covered with a doily are placed on table above the ice cream dish a little to the left. The bonbon dishes are then taken from the table by each waitress, passed to guests, and placed again on opposite ends of the table.

Coffee is served in the drawing room or at the table; the cups two-thirds full are placed on a doily covered tray, with the spoons placed on saucers so that handles run parallel to handles of the cups. This tray is passed by one waitress. The other waitress follows, serving cream and sugar on a doily covered tray, the handle of tongs beside bowl running parallel with the handle of the pitcher. If the coffee is served at the table, she places the cup at the right of each guest.

The same method is used in serving a larger number of people, whether at the same table or at several tables. There must be enough people in the kitchen to place the food on the serving plates or platters, and great care must be taken that hot things are served hot, and cold things cold, and everything as daintily and attractively as possible.

Canapes and Other First Courses

The first course of a formal dinner may be a canapé, shell fish in some form, a half grapefruit, a fruit cocktail, or assorted hors d'oeuvres. A canapé is a piece of bread cut one-fourth inch thick, delicately toasted and spread with butter highly seasoned, with one or more of the following:

Anchovy essence or paste.
Lemon juice.
Sardine paste.
Chopped olives, pickles, capers, and parsley.
Mustard or
Table sauce.

Upon the savory butter is usually arranged in an orderly manner caviar or small pieces of shell fish, canned fish or smoked fish, and the top is garnished with hard cooked eggs, capers, pickles, olives or pimiento, as the fancy dictates. The effect of the whole should be a dainty picture as it rests on a small fancy plate on the service plate.

Oysters on the half shell are a popular first course, served on a bed of crushed ice in a soup plate on the service plate. A small glass of cocktail sauce may be in the center of the plate. Lemon cut in quarters and a bit of parsley is used as a garnish.

Little-neck clams on the half shell, pieces of lobster or crab meat, or whole shrimps on heart leaves of lettuce, or parboiled scallops on a small scallop shell, may be served on ice instead of oysters, or the fish, covered with cocktail sauce, may be served in a glass surrounded with crushed ice.

Cocktail sauces may be purchased ready mixed, or the following may be used:

Cocktail Sauce

Mix
1 teaspoon salt
¼ teaspoon pepper
1 teaspoon chopped parsley
1 teaspoon chives, finely cut

½ teaspoon salad oil
6 drops tabasco sauce
½ teaspoon dry mustard
2 tablespoons vinegar and
8 tablespoons tomato catsup.

Hors d'Oeuvres

Hors d'oeuvres are relishes that are sometimes served at the beginning of a meal at a large hotel or restaurant, or formal meal. These relishes may be on a tray or platter from which guests may serve themselves. Such a tray, if of open sandwiches and pastries, is attractive for a late evening party, served with coffee, ginger ale, or other beverage. The tray may contain several of the following:

½ cold stuffed egg on a leaf of lettuce
1 sardine
1 narrow strip of toast with anchovy fillets or anchovy butter
1 olive
1 radish
A bit of crab or lobster meat on a lettuce leaf with Russian Dressing
A cornucopia of thinly sliced smoked salmon with or without a bit of caviar in the center
A slice of Italian sausage.
A small stalk of celery raw or braised, with a savory stuffing in the groove
1/6 of a lemon and a sprig of parsley as a garnish.

Stuffed Celery

Color
Ancre cheese with
Catsup to make it pink and use to stuff stalks of
Celery.

Caviar Patties

Put chopped
Hard cooked egg in bottom of tiny
Patty cases, cover with
Few drops lemon juice. Garnish with
Anchovy butter.

Shrimp Tartlet

In a tiny round
Pastry case put
2 shrimps, and cover with
Russian Dressing.

Anchovy Eclair

Make
Eclairs the size of your little finger. Fill with
Anchovy butter and garnish with an
Anchovy fillet and
Anchovy butter.

Anchovy Boat

Line boat-shaped tins with
Pastry, bake and fill with chopped
Egg white and garnish with
Anchovy fillet and
Anchovy butter seasoned with
Grated onion.

A fruit cocktail may be served instead of a fish cocktail. Suggestions for these are given in Lesson VII. A dinner roll, or small crackers are a suitable accompaniment for the first course.

Soups

A soup is always served at a formal dinner. It may be a clear soup, like a consommé with a garnish of dainty bits of vegetable, royal custard cut in fancy shapes, macaroni, or other paste in small pieces, bits of chicken, or delicate quenelles. An oyster, clam, lobster, or vegetable bisque may be served instead of the consommé, especially if a canapé takes the place of an oyster course. Mock turtle, green turtle, or any nice soup, not too rich or thick, may be used. For informal meals cream soups are popular.

Accompaniments may be bread sticks, delicately toasted strips or triangles of toast, small rolls or crackers.

Fish

A fish course or an entrée may follow the soup course. Both used to be considered necessary, but now both are frequently omitted. It should be of a color and flavor in contrast with the soup. The fish should be so prepared that it can be easily taken from the platter, or it may be served in the kitchen directly onto the fish plates. It should be as

far as possible free from bones, surrounded or covered with a rich, well flavored sauce, and garnished with lemon or parsley, with fancy potatoes, cucumbers, tomatoes, etc.

A few suggested fish dishes, recipes for which may be found in most cook books, are

Baked stuffed smelts with Béarnaise Sauce
Smelts à la Langtry with Aurora Sauce
Baked fillets of halibut or flounder with Hollandaise, Tartare, Lobster, Cheese or Mushroom sauce
Molded fish, Normandy sauce
Fried fillets of halibut or flounder or fried smelts, scallops or lobster with Sauce Tartare
Terrapin
Lobster or oyster patties
Crab Meat Mornay
Halibut Veronique (with white grapes)
Stuffed turbans of flounder
Fillets of sole with oysters or clams, white sauce and cheese
Baked shad, roe sauce

In recipes which call for wine, lemon juice to flavor or a little Worcestershire sauce and white or fish stock may be used instead.

Entrees—Croquettes

The entrée should be a contrast in flavor and color to the courses that precede and follow it, and may consist of a patty case, vol au vent, or timbale case containing creamed sweetbreads or mushrooms, or it may be an egg or mushroom croquette, timbale or soufflé, braised sweetbreads, an egg dish, or a fancy vegetable such as mushrooms under glass or asparagus Mousselaine.

Sometimes a sweet entrée is served, for example a fritter or rice with fruit, but this generally accompanies the meat course and is not often served by itself.

Mushroom Croquettes

Chop
1 lb. fresh mushrooms (there should be 4 cups), add
2 tablespoons butter

1 teaspoon salt
1 teaspoon chopped onion
1 teaspoon chopped parsley
A few grains pepper, and
2 tablespoons stock. Stir and cook five minutes, add
2 egg yolks slightly beaten, and
1 cup soft bread crumbs; spread on a plate and when cold shape like large mushroom caps and stems, an equal number of each. Dip in
Crumbs
Egg and
Crumbs again, and fry in
Deep fat. Put caps on stems and arrange on platter covered with a doily.

Meat Course

The meat course at a dinner is almost always a roast or poultry or game in some form. It is usually carved in the kitchen and should be attractively placed on the platter or serving plate. Among the most suitable meats are

Roast beef	Roast turkey
Larded fillet of beef	Roast chicken
Beef steak	Boned chicken stuffed and roasted
Planked steak	Broiled chicken
Saddle of lamb	Planked boned chicken
Crown of lamb	Roast duckling
Roast leg of lamb	Broiled duckling
Saddle of veal	Roast squab
Stuffed cushion of veal	Broiled squab

Planked Steak

10 potatoes, boiled, pare and mash. Add
⅓ cup butter
6 egg yolks slightly beaten
1½ teaspoons salt, and
Milk to moisten. Beat until very light. Grease a plank to keep it from burning, put on a border of the potato, using pastry bag and tube, and put in hot oven until lightly browned. Wipe
2½ lb. porterhouse steak and remove superfluous fat; the bone may or may not be removed, as preferred. Heat and grease a heavy frying pan; when hissing hot, put in steak, turn very often until seared on both sides, then occasionally until steak is cooked. Cream
¼ cup butter, add
1 tablespoon pimiento, chopped
1 tablespoon parsley, chopped
1 teaspoon onion juice. Place steak in center of plank, spread with creamed butter and arrange

8 small onions, glazed
1 small bunch cooked asparagus
¾ cup cooked carrot balls
¾ cup cooked turnip cones
1 cup cooked peas and
1 cup cooked string beans on the plank between the steak and potato border. Put in oven for a moment to be sure that everything is very hot; pour
Hollandaise Sauce over the asparagus, place plank in holder and send to the table immediately. (Should serve four people.)

Stuffed peppers, stuffed tomatoes, stuffed onions, pimientos stuffed with eggplant, flowerets of cauliflower or spinach timbales may be used on a planked steak.

A planked steak should be brought to the dining room before it is carved and may, after being shown, be served by the host or by the waiter.

Vegetables

The potatoes and vegetables suggested for luncheons in Lesson VII may also be used at dinners.

An especially nice vegetable like mushrooms, fresh asparagus or French artichokes may be served as a course by itself, following the meat course.

A sherbet or water ice is sometimes served with a roast at a hotel or a very formal dinner or banquet. It should be one that goes especially well with the meat, as cranberry ice with chicken or turkey, or mint sherbet with lamb.

Accompaniments for Meat

Such accompaniments and sauces as belong with certain meats should be served with them. For example, with

Roast Beef—Yorkshire pudding
Horseradish sauce
Mushroom sauce

Beef Steak—Maitre d'Hotel butter
Mushroom sauce
Oyster blanket
Hollandaise sauce with variations
Sautéd bananas

Roast Lamb—Mint sauce
Mint jelly
Currant mint jelly
Mint sherbet

Lamb Chops—Currant jelly

Chicken and Fowl—Cranberry jelly
Cranberry sauce
Frozen cranberries
Mushroom sauce
Oyster sauce
Celery
Spiced figs

Duck—Celery
Green salad
Orange salad
Orange marmalade

Goose—Apple sauce
Celery

Dinner Salads

Many of the salads suggested as luncheon salads may be served for dinner. Most people, however, prefer a simple green salad with a well flavored French dressing. For the salad may be used

Lettuce separated as usual or
California or Iceberg lettuce cut in halves or quarters
Romaine heads cut in halves
French endive

Standard French Dressing

Put in small jar
½ teaspoon salt
¼ teaspoon pepper or paprika
4 tablespoons salad oil
2 tablespoons vinegar or lemon juice or grapefruit juice. Shake well just before serving.

French Dressing may be varied in many ways as follows:

Copley Plaza French Dressing

Add to
2 tablespoons mayonnaise dressing
½ teaspoon salt
½ teaspoon English mustard
½ teaspoon paprika, mix thoroughly and add
French Dressing very slowly. Keep in cold place until ready to serve.

Tabasco French Dressing

To French Dressing add
5 drops tabasco sauce
1 teaspoon powdered sugar

Savory French Dressing

To French Dressing add
⅔ teaspoon mustard
2 teaspoons Worcestershire sauce and
⅓ teaspoon onion juice, secured by scraping the cut edge of an onion with a silver teaspoon.

Chutney Dressing

To French Dressing add
⅔ cup chutney sauce.

Martinique French Dressing

To French Dressing add
½ teaspoon finely chopped parsley and
½ tablespoon finely chopped green pepper.

Parisian French Dressing

To French Dressing add
½ tablespoon finely chopped onion
1 tablespoon finely chopped parsley and
6 tiny peppers taken from a bottle of pepper sauce. Do not chop or eat these peppers, because they are exceedingly hot.

Chiffonade Dressing

To French Dressing add
½ tablesoon salad oil
1 tablespoon finely chopped parsley
1 tablespoon chopped pimiento
½ teaspoon chopped shallot or onion
1 hard cooked egg chopped, and
⅛ teaspoon paprika.

Indian Dressing

To French Dressing add
1 hard cooked egg yolk rubbed through a strainer
½ tablespoon red pepper, finely chopped
½ tablespoon green pepper, finely chopped
½ tablesoon pickled beets, finely chopped, and
½ teaspoon chopped parsley.

Belmont Dressing

To French Dressing add
2 tablespoons small tomato cubes,
½ tablespoon capers, and
Worcestershire sauce or mushroom catsup to taste.

Russian French Dressing

To French Dressing made with only 1 tablespoon vinegar, add

2 tablespoons chili sauce
1 teaspoon chopped chives, and
Few grains cayenne.

Porto Rico Dressing

Make French Dressing, using 3 tablespoons lemon juice instead of vinegar, and add
1 tablespoon chopped olives and
½ tablespoon tomato catsup.

Thousand Island French Dressing

Make French Dressing, omitting vinegar, and add
Juice ¼ lemon
Juice ¼ orange
½ teaspoon onion juice
½ tablespoon finely chopped parsley
4 sliced olives
½ teaspoon Worcestershire sauce, and
⅛ teaspoon mustard.

Cheese Dressing

Mix until smooth
4 tablespoons Roquefort, cream, cottage or soft American cheese
2 tablespoons cream and
½ teaspoon Worcestershire sauce. Add
French Dressing very slowly. When light and smooth add
2 tablespoons cream beaten stiff.

French Fruit Dressing

Put in small jar
4 tablespoons oil
2 tablespoons lemon juice
½ teaspoon salt
¼ teaspoon paprika
4 candied cherries chopped
1 candied plum chopped and
½ slice candied pineapple chopped. Shake thoroughly just before serving.

Desserts

A frozen dessert is most frequently served at a formal dinner or a banquet. Suggestions may be found in Lesson VI, in many cook books and on hotel menus. Individual molded ices in a nest of spun sugar are always popular and in good taste.

Small cakes, macaroons, lady fingers, or pieces of pound,

sponge, or angel cake should be served with the ice cream.

Directions for making coffee are found in Lesson VI. It is served clear in small cups. Cream and loaf sugar are passed with it.

Directions for making bonbons and salted nuts are found in Lesson V.

How Much to Prepare

A famous chef explaining his system of preparing and serving banquets said that before each banquet he or his assistant conducted a demonstration. He showed the size of portion and how it should be dished up, so as to be most attractive and most economical. In this way he gauged the quantity for each person and then multiplied by the number to be served. You should work on a guarantee of so many covers and prepare enough food for that number of people. In that way everyone is served and very little is left over.

If you are asked to plan a meal for a definite number of people at a definite price it is wise to make out a tentative menu and then make a list of the ingredients of the dishes you must serve, not forgetting coffee, cream, sugar, bread, butter, main dish, etc.; after each article put in the amount required, figuring from what you know. For instance, if you use the amounts for four people when your list is complete divide by four and multiply by the number to be served. Put the cost of each article in a column after the amount required. When you have found the cost of most of the things you must have, add the totals and find out how much you have left for extras or whether the menu must be changed one way or another to be within the price.

Simple Banquet Menus

At a simple banquet or dinner there may be served only a first course of fruit, a main dish of meat, potatoes and a veg-

etable or salad, rolls, ice cream, cake and coffee. The fruit course and salad course may be omitted.

Sample Dinner for One Hundred People with Costs

FRUIT COCKTAIL
FRESH ROAST HAM WITH DRESSING
MASHED POTATOES LIMA BEANS
CIDER APPLE SAUCE
LETTUCE FRENCH RUSSIAN DRESSING
SPONGE CAKE WITH WHIPPED CREAM
COFFEE

Fruit Cocktail

	Amount	*Unit Cost*	*Total Cost*
Fruit Salad	10 cans	$6.00 doz.	$5.00
Maraschino Cherries	1 quart	.90 qt.	.90
Grapefruit	2 cans	.25 can	.50
Bananas	1 doz.	.50 doz.	.50
			$6.90

Cut fruit in small pieces, add the fruit syrup. Put in individual glasses and garnish each with a maraschino cherry. Serve as cold as possible, allowing one-half cup per person.

Roast Fresh Ham with Dressing

	Weight	*Unit Cost*	*Total Cost*
Fresh ham or fresh shoulder of pork	30 lbs.	$0.26 lb	$7.80

Bone, stuff and score 2 fresh hams or fresh shoulders of pork. Sprinkle with flour and roast for 3 to 4 hours in hot oven or at 400 degrees F. Bake stuffing separately. Serve with hot gravy.

Dressing

	Amount	*Weight*	*Unit Cost*	*Total Cost*
Stale bread		10 lbs.	$0.08 lb.	$0.80
Margarine		1 lb.	.28 lb.	.28
Salt	5 T.	2½ oz.		.015
Sage leaves	½ cup	2 oz.		.10
Onion cut	½ cup	¼ lb.	.08 lb.	.02
Water	2 qts. (scant)			
				$1.215

Cut bread in slices and slices in dice. Add margarine, melted, salt, sage leaves or 1 oz. powdered sage, and water to moisten. Be careful not to get the bread too wet. Mix gently with a fork and bake in dripping pans 1 hour in hot oven, or 400 degrees F.

Gravy

	Amount	*Weight*	*Unit Cost*	*Total Cost*
Stock	5 qts.			
Flour	3 cups	¾ lb.	$0.06 lb.	$0.05
Salt	2 T.	1 oz.		.012
Pepper	1 T.			.01
Onion, sliced	1	¼ lb.	.08 lb.	.02
				$0.092

Make a stock of the bones by adding 6 qts. water and an onion sliced, and cooking several hours. Put flour in a pan in the oven to become brown while meat is roasting. Skim 3 cups fat from roasting pan and put in large sauce pan. Add flour and when smooth add water drained from bones. Stir until the gravy boils and add salt and pepper.

Mashed Potatoes

	Amount	*Weight*	*Unit Cost*	*Total Cost*
Potatoes	2 pks.		$0.25 pk.	$0.50
Milk (hot)	2 qts.		.16 qt.	.32
Nut margarine	2 cups	1 lb.	.28 lb.	.28
Salt	⅜ cup	6 oz.	.024 lb.	.01
Pepper	1 T.			.01
				$1.12

Pare, boil and mash potatoes, add remaining ingredients, beat until light and keep hot over hot water. Use an ice cream scoop, 8 to the quart, for serving uniform portions.

Lima Beans

	Amount	*Weight*	*Unit Cost*	*Total Cost*
Lima beans, dried		5 lbs.	$0.16 lb.	$0.80
Carrots		1 lb.	.05 lb.	.05
Green peppers	3		.05 ea.	.15
Salt	1 T.			.003
Margarine		½ lb.	.28 lb.	.14
				$1.143

Wash lima beans and soak for several hours in cold water to cover. Add carrots and peppers chopped and the salt, and cook gently 1½ hours or until tender. Be very careful that they do not burn. Add the margarine and more salt if needed. Serve one small scoop, 16 to a quart, for each order.

Rolls

	Amount	*Weight*	*Unit Cost*	*Total Cost*
Milk	2 qts.		$0.16	$0.32
Yeast cakes	8		.03	.24
Margarine		¾ lb.	.28 lb.	.21

	Amount	*Weight*	*Unit Cost*	*Total Cost*
Sugar	½ cup	¼ lb.	.08 lb.	.02
Salt	1½ T.	¾ oz.		.003
Bread flour		6 lbs.	.08 lb.	.48
Margarine		1½ lbs.	.28 lb.	.42
				$1.693

Scald milk, add sugar, 1½ cups margarine and salt. When lukewarm add yeast cakes dissolved in ½ cup lukewarm water. Add half of flour and mix well. When light add remaining flour and enough more to knead. Let rise again. Roll out lightly and gently. Cut with small Parker House roll cutter. Put a piece of butter on the biscuit and double over. Let rise again and bake in a hot oven or at 450 degrees F. until delicately brown. Reduce heat to 350 degrees F. and finish baking. They will bake in about fifteen minutes.

Allow from fifteen to eighteen dozen rolls for one hundred people.

Cider Apple Sauce

	Amount	*Weight*	*Unit Cost*	*Total Cost*
Apples	1¼ pks.	15 lbs.	$0.05 lb.	$0.75
Sugar		3 lbs.	.08 lb.	.24
Boiled cider	2 qts.			1.35
				$2.34

Wash, pare, quarter and core the apples. Cook in oven or on stove with sugar and cider until soft, being very careful not to let apples burn.

French Russian Dressing

	Amount	*Weight*	*Unit Cost*	*Total Cost*
Oil	7 cups	1¾ qt.	$0.55 qt.	$0.98
Chili sauce	3 cups	24 oz.	.37 16 oz.	.56
Vinegar	1½ cups		.40 gal.	.04
Salt	¼ cup	2 oz.		.004
Onion, finely chopped	½ cup	¼ lb.	.08 lb.	.02
Cayenne	½ t.		.18 ¼ lb.	.007
Paprika	2 T.	1 oz.	.22 ¼ lb.	.055
				$1.666

Mix thoroughly just before serving. Serve 2 scant tablespoons on each order of lettuce.

Sponge Cake

	Amount	*Weight*	*Unit Cost*	*Total Cost*
Eggs	2 doz.		$0.40 doz.	$0.80
Sugar	6 cups	3 lbs.	.08 lb.	.24
Cold water	1⅛ c.			
Cornstarch	½ cup	2 oz.	.10 lb.	.013
Flour	5½ cups	1⅜ lb.	.06 lb.	.083

	Amount	*Weight*	*Unit Cost*	*Total Cost*
Baking powder	2½ T.		.23 6 oz.	.033
Salt	½ T.	¼ oz.		.001
Lemon Extract	2 T.	1 oz.	.35 2 oz.	.175
				$1.345

Beat egg yolks, extract and water until very light and add half the sugar gradually. Sift flour, cornstarch, baking powder, and salt together several times, and add to egg yolks. Beat egg whites until stiff, beat in remaining sugar gradually and fold into first mixture. Bake in greased and floured pans in moderate oven or at 325° F.

Whipped Cream

	Amt.	*Wt.*	*Unit Cost*	*Total Cost*
Heavy cream	3½ qts.		$ .80 qt.	$2.80
Powdered sugar	1½ lbs.		.10 lb.	.15
Vanilla	2 T.	1 ounce	.35 2 oz.	.18
Salt	1 t.			.001
				$3.131

Beat cream until almost stiff, add remaining ingredients and beat until firm. Be very careful that it does not go to butter. Sometimes cream is so rich it can be diluted with milk to make it fluffier and go farther. Serve a mixing spoonful on each square of cake.

Coffee

	Amount	*Weight*	*Unit Cost*	*Total Cost*
Water	4 gals.			
Coffee	10 cups	2½ lbs.	$0.45-lb.	$1.13
Sugar—domino		3 lbs.	.10-lb.	.30
Cream	3 pints		.80-qt.	1.20
Milk	4 quarts		.16-qt.	.64
Salt	½ t.			.0003
				$3.27

If you have no urn, put coffee in two large bags. Place in container with 12 to 16 quarts cold water and let stand several hours or over night. Bring to boiling point and boil 3 minutes. Remove bag and serve as required. Milk and cream may be added to the boiler after drawing off a pitcher of clear coffee for those who prefer it, or it may be put on the tables to be added by each person. With 5 cans evaporated milk at 12c can instead of cream and whole milk, the cost would be $2.03.

SUMMARY

Fruit Cocktail	$ 6.90
Roast Fresh Ham with Dressing	9.01
Gravy	.09
Mashed Potatoes	1.12

Lima Beans	1.14
Cider Apple Sauce	2.34
Rolls	1.69
Lettuce	1.80
French Russian Dressing	1.67
Sponge Cake	1.35
Whipped Cream	3.13
Coffee	3.27
	$33.51

Estimating Cost of Serving a Dinner or Banquet

In estimating the price to charge for a special dinner or banquet it is necessary to know

When it is to be given

Where it is to be given

For how many it is to be given

Cost of food stuff not counting value of left-overs that may be used at another meal

Cost of flowers and other decorations

Cost of printing if menus are used

Cost of rental, if any, for dishes, silver, chairs, etc.

Cost of transportation if meal is not served where it is prepared

Time required for preparation

Number and cost of help required, estimated by time necessary for preparation and serving the meal.

Cost of overhead, rent, heat, light, laundry, etc., for the time the rooms are used.

Directions to Help

Before the preparation and serving of the meal most careful directions must be given to the cooks, servers and waitresses as to the

Menu itself

Recipes selected

Manner of serving

Kinds and number of dishes; china, silver, and glass to be used; those that should be hot and the ones that must be chilled

Arrangement of tables, serving tables, decorations and every other detail that will make the meal pass off like clockwork.

The following menus are typical of informal dinners at home or at a public dining room.

INFORMAL DINNER MENU I

CREAM OF CORN SOUP CRACKERS
BROILED CHICKEN
FRENCH FRIED POTATOES STRING BEANS
BREAD AND BUTTER
LETTUCE SALAD FRENCH DRESSING
ICE CREAM
CAKE COFFEE

$1.50 each.

INFORMAL DINNER MENU II

CREAM OF CELERY SOUP
CROUTONS
BROILED STEAK
DELMONICO POTATOES
PEAS
BREAD AND BUTTER
LETTUCE SALAD—RUSSIAN DRESSING
ICE CREAM CAKE
COFFEE

$1.50 each.

INFORMAL DINNER MENU III

CLAM BISQUE
PLANKED STEAK
GARNISHED WITH DUCHESSE POTATOES, CARROTS,
STRING BEANS, STUFFED TOMATOES OR PEPPERS
CAULIFLOWER AND MUSHROOMS
BREAD AND BUTTER
ICE CREAM CAKE
COFFEE

$2.00 each.

The following menus are typical of meals that may be served as formal dinners or banquets to any number of people. The prices are those charged at a first-class hotel:

Formal Dinner Menu I

HALF GRAPEFRUIT
(With garnish of strawberries or cherries and angelica)
SALTED NUTS
RADISHES OLIVES
TOMATO BOUILLON
ROLLS
FILLET OF HALIBUT WITH LOBSTER SAUCE
POTATOES PERSILLADE
ROAST DUCKLING, PAN GRAVY
ORANGE MARMALADE SWEET POTATOES, CANDIED
STRING BEANS OR PEAS
HEARTS OF ROMAINE
CHEESE DRESSING
VANILLA AND STRAWBERRY ICE CREAM FANCY CAKE COFFEE
$3.00 each.

Formal Dinner Menu II

OYSTER COCKTAIL, MIGNONETTE
OLIVES RADISHES SALTED NUTS
CONSOMME
ROLLS
BOILED SALMON HOLLANDAISE SAUCE NEW PEAS
BROILED CHICKEN ON TOAST
POTATO CROQUETTE ASPARAGUS POLONAISE
STUFFED TOMATO SALAD
FANCY FRUIT ICES ASSORTED CAKES DEMI TASSE
$4.00 each.

Formal Dinner Menu III

HORS D'OEUVRE
MOCK TURTLE SOUP WITH EGG GARNISH
ROLLS
BROOK TROUT MEUNIERE
JULIENNE POTATOES
CUCUMBERS FRENCH DRESSING
SWEETBREAD PATTY WITH FRESH MUSHROOMS
ROAST JUMBO SQUAB ON CANAPE GUAVA JELLY
POTATO DUCHESSE STUFFED GREEN PEPPER
NEW ASPARAGUS ON TOAST
FRUIT SALAD CREAM MAYONNAISE DRESSING
CHEESE CRACKERS
FANCY ICES FANCY CAKE COFFEE
$5.00 each.

Simple Banquet Menus

At a simple banquet or dinner there may be served only

a first course of fruit, a main dish of meat, potato and a vegetable or salad, rolls, ice cream, cake and coffee.

Menu I

GRAPEFRUIT
COLD HAM SCALLOPED OYSTERS
MASHED POTATO SQUASH
ROLLS
HARLEQUIN ICE CREAM CAKE
COFFEE

Menu II

CANTALOUP
MEAT LOAF
CREAMED POTATOES
LETTUCE AND TOMATOES WITH FRENCH DRESSING
VANILLA ICE CREAM CHOCOLATE CAKE
COFFEE

Menu III

Even the fruit course may be omitted
SLICED BRAISED BEEF
MASHED POTATO COLE SLAW
ROLLS
ASSORTED PIES COFFEE

Menu IV

CHICKEN PIE CONTAINING POTATO
GREEN PEAS
ROLLS SWEET PICKLES
STRAWBERRY SHORTCAKE
COFFEE

Thanksgiving or Company Dinners

Menu I

OYSTERS ON THE HALF SHELL
SQUASH SOUP POPPED CORN
ROAST STUFFED TURKEY BROWN GRAVY
SWEET POTATOES BOILED ONIONS
TURNIP CROQUETTES CRANBERRY CONSERVE
LETTUCE CHIFFONADE DRESSING
VANILLA ICE CREAM
MINCE PIE PUMPKIN PIE
NUTS AND RAISINS ASSORTED FRUIT
CAFE NOIR

Menu II

CELERY WITH CAVIARE
OYSTER SOUP OLIVES OYSTER CRACKERS
ROAST TURKEY GIBLET STUFFING
POTATO AND SPINACH CROQUETTES
GLAZED SILVER SKINS SQUASH SOUFFLE
FROZEN CRANBERRIES
FRUIT SALAD BROWN BREAD SANDWICHES
NEW ENGLAND THANKSGIVING PUDDING
MOUSSELAINE SAUCE
VANILLA ICE CREAM LOGANBERRY SAUCE
ASSORTED NUTS BONBONS
TOASTED CRACKERS CHEESE
CAFÉ NOIR

REFERENCE BOOKS

Table Service, by Lucy Allen, price $1.75.
Up-to-Date Waitress, by Janet M. Hill, price $1.75.
Lake Placid Club Table Service, Lake Placid Club, N. Y., price 25c.
Catering for Special Occasions, by Fannie M. Farmer, price $1.50.
Boston Cooking School Cook Book, by Fannie M. Farmer, price $2.50.
The Dinner Calendar, by Fannie M. Farmer.
The St. Francis Cook Book, Hotel Monthly, price $5.00.
The New Hostess of Today, by Linda Hull Larned, price $1.75.
The Gracious Hostess, Della Thompson Lutes, $3.00.
Choice Recipes for Clever Cooks, Lucy G. Allen, $2.00.
Lessons in Cooking by Robinson & Hammel, price $2.50.
Simplified Cooking, by Peterson and Badenoch, price $1.50.

COOKING FOR PROFIT
IX

CLASS ROOM IN MISS FARMER'S SCHOOL OF COOKERY, BOSTON
Efficient Arrangement of Kitchen Utensils Shown

COOKING FOR PROFIT

PART IX

GUEST HOUSE MANAGEMENT

TYPES—HOMES, CAMPS, HOTELS, ETC.; NAMES; HOW TO PLAN MEALS, FOOD VALUE, BALANCED MENUS, WHEN TO SERVE WHAT; THREE MEALS A DAY, LEFT-OVERS, MENU LISTS, THE MENU BOOK, THE COOK'S MENU BOOK, VARIETY IN MEALS; HOW TO BUY, THE ORDER BOOK; STORE ROOM; KITCHEN EQUIPMENT; SERVICE; OVERHEAD COSTS; COST OF MEALS; NUMBER NECESSARY FOR PROFIT; HOTEL COSTS, RENTING ROOMS; SAVING EXPENSE; HOTEL POSITION.

IF YOU have had special training or have successfully planned and cooked the meals for a large family you may use your knowledge in managing a so-called boarding house or if you have had hotel or other catering experience you may take charge of a small hotel. In some places you may do all or part of the cooking or you may supervise and direct without doing any cooking at all. Whether you cook or not the more knowledge you have of cooking, of food values, of dietetics, of household engineering, of bookkeeping, sanitation, bacteriology, chemistry and allied subjects the more successful you will be.

A guest house or hotel may be for

Small children
School boys
School girls

Men

Students
Sedentary workers
Manual workers

Women

- Students
- Teachers and office workers
- Shop and factory employees
- Mothers with small children
- Women of leisure
- Tired-out women
- Elderly women

Families.

Names

Common usage has made the terms boarding house and boarder unattractive. You do not wish to "run a boarding house" or "keep boarders," but many people cannot have their own homes and must be "paying guests." The term "guest house" has been introduced here as a substitute. The word hotel usually implies bellboy service, considerable style and pretension and transient guests. You may call your establishment an inn, tavern, home, camp, club, lodge, guest house, or the like. It is desirable to have a name such as the Lincoln Tavern, Shirley Inn, Harvard Camp, Hilldale Farm, Oakhaven, Elmhurst, Hadley Guest House, Women's City Club, Longfellow Hall, West House, Student's Union, Hemlock Manor, Two Acres, The Gables, Lake View Lodge, or the like.

It may be located in the

- City
- Country
- Seashore
- Mountains

It may be open

- All the year round
- During the schoolyear only

During the Summer only
During the Winter only.

Choose for your guests the class of people you can most acceptably feed or house or those for whom no provision is being made. A guest house must have a home-like atmosphere created by yourself, the hostess.

Homes and Camps

A home for nervous, tired women should meet a need in some towns. Well balanced attractive meals and breakfast in bed if desired, would be the popular feature. An inn which cares for children while their parents are away is a boon to mothers who must work. It provides special children's meals, and a nurse or kindergartner to supervise their play, their naps, and their out-of-door activities.

The students' home for boys or girls or for young men or women should be an attractive place with a home atmosphere, an abundance of well cooked food and a person at the head who understands the food needs of growing children and can "mother" and chaperone the young people when they require it.

The summer camp should serve real country cream, plenty of rich milk and fresh fruit, berries and vegetables and not too much meat. Houses in districts that are famous for some particular kind of food should endeavor to feature it on their menus.

Institutions

An institution is usually a home where some particular type of person is cared for and where special needs must be met. The officers' table of an institution is like that of a high class guest house. In the dining rooms for inmates and help, less expensive foods are used, but the meals should be carefully planned and as attractive as possible.

The duties of the manager of homes and camps and institutions include the planning of all meals, purchasing and issuing of supplies and supervision of all who help in the preparation and serving of meals.

Other duties including the housekeeping and purchase of equipment for the entire house may be included.

There are agencies in most large cities which specialize in filling such positions.

The Hotel

To be successful in the hotel business one should work up from a minor position until familiar with all departments of the hotel. In addition to the guests who stay in the house, most hotels must cater to outsiders who come in for occasional meals and the manager must be prepared to serve special luncheons, dinners and banquets for private parties, clubs and other organizations. Ability to do this must be gained by experience.

In most hotels, chefs are employed who are in charge of the kitchen and the kitchen force but a small hotel may have a woman cook and in some instances she may be the wife of the proprietor or even the owner of the hotel.

Hotel meals differ from family meals in that there may be a choice of two or more dishes for each course. Menu cards are provided which may be printed on a small press owned and operated in the hotel or they may be printed forms filled in each day on the typewriter or with pen and ink or they may be printed outside and sent in daily. There may be a regular à la carte menu with a special menu attached each day. Many people get tired reading a long menu; it is better to have few things and have them deliciously cooked and the menu changed daily than to have more dishes and a sameness about it each day. You may

make a collection of menu cards, as you go about, and on your own cards embody the good points and eliminate the bad points as you see them.

Planning Meals

Hotel menus are more or less standardized all over the world. What one gets in one city is very like what one finds on the menu card on the other side of the continent. The hotel that provides different and especially fine food is likely to build up a reputation that will mean profit for the dining room, and cause people to come from near and far for your special dishes. One hundred miles is not too long a distance to motor for an especially good dinner or a week-end party.

Quality of Food

No matter how delightfully situated your hotel or guest house or how artistically and beautifully furnished, people will not crowd your doors if the food is not first class. Quality of food is of far more importance than is sometimes realized although cleanliness and service should receive equal consideration. The greatest attention must be paid to every detail, every source of waste, every wish of the patrons if one is to make a profit. First attract the eye, then please the palate.

How to Plan Meals

Since the planning of meals is a most important duty of the manager of a guest house, a small hotel, a college, school or institution dining room, it is well to make a special study of the best methods to follow.

There are many excellent books to study in order that you may know how best to meet the needs of the particular group of people who will live with you. You will find that the character of your menus should be determined by

the age of your guests
their sex
their occupation
the amount they pay
their inherited tastes
their food habits
their likes and dislikes
the time of day that meals are served
the ability of the cook
the amount of help in the kitchen
the location of your house, whether in town or country
the season of the year
the nature of your equipment
the method of service whether
with waitresses
family style, the hostess serving
cafeteria style.

All these things will make a difference in the type of meal you are to serve. For instance if the guests are women of leisure who are paying a large amount of money for their meals they will require an entirely different food and service from hard working men, or school boys or girls who can pay very little, but the fundamental principle of balanced meals should hold good in any case.

Needs of the Body

A well planned meal should supply:

Fuel foods to furnish heat and energy for the activities of the body; these are foods rich in starch, sugar, and fat.

Building foods to supply material for the growth and repair of body tissue; these are the protein foods, meat, fish, eggs, milk, cheese, beans, etc.;

Foods containing mineral salts and vitamines and which furnish bulk or "roughage" that so regulate the vital processes as to conserve health; these are vegetables, fruits, milk and whole grains.

In general all natural foods are building foods, as they all contain *some* protein and mineral salts, and all foods can serve as *fuel.* The extra refined foods like granulated sugar, corn starch, lard, lard substitutes and salad oils are fuel foods *only.* Fats have 2¼ times the fuel value of starch, sugar or protein per ounce or pound.

The "food unit" is the calorie, which indicates the fuel value and the number of calories required depends on the age, weight, and especially the physical activity of the person in question. Three to four thousand calories per day are needed by the hard working man and active school boys. Men at sedentary occupations, women and girls require less —2,000 to 3,000 calories. The appetite is a good guide as to the amount of food that people require, and a sufficient amount of the right kinds of food must be supplied to fill the *demands* of the appetite of the guests but not to stuff them to repletion.

What Constitutes a Well Balanced Menu

In general the daily menus for each person should be composed of

generous amounts of fruit and vegetables

⅔ pint or more of milk per day per person

usually not more than ¼ to ½ pound of meat or other protein food

a sufficient amount of starch, sugar and fat to supply the required number of calories and to make the meals palatable.

It is a common mistake to use too large amounts of

cereal products, sugar and meat with too small amounts of fruit and vegetables and milk.

The above foodstuffs, fruit, vegetables, milk, meat and fish or meat substitutes, bread and butter and sweets must be so combined as to make palatable and appetizing and interesting meals that do not become monotonous and that serve to keep your people in good health with plenty of pep, vitality and force.

When to Serve What

Fruit should be served two or three times a day, for instance at breakfast and at one of the other meals either in or for dessert, in a fruit salad, as a cocktail, as a preserve or as spiced fruit with meat.

The *vegetables* should include from one-half to three-fourths of a pound or more of potatoes which may be served at dinner and may also be used at the other meals if desired; one green and one root vegetable at dinner and one or two vegetables at luncheon or supper.

The *meat* that is served may be used chiefly at dinner. There may be leftovers that can be served at breakfast or luncheon, but it should not often be necessary to buy meat for luncheon as meat substitutes, such as fish, eggs, milk and cheese dishes, may be used at this meal. If you buy meat for breakfast it may be bacon, dried beef, fish, ham or sausages. Steaks and chops are not necessary, although you may have to serve them under some conditions.

Eggs may be used as freely as the price allows, for breakfast or luncheon and in cooking.

Milk to drink, top milk, thin cream and whipped cream served with cereals and desserts, and skimmed milk used in soups, sauces and desserts will use up the amount of milk suggested.

Bread in some form should be served at every meal and there is enough variety with rolls, muffins, griddle cakes, toasts and waffles to prevent monotony.

Cereals, preferably the coarse kinds which supply vitamines and mineral salts not present in white bread, should be used freely.

Fats—ten ounces of butter or less per week per person for the table, oil for salad dressings, margarine and other fats used in cooking will supply all the fat needed in the diet. All fats that accumulate from cooking meat, soup stock, etc., should be used in cooking or saved for soap.

Sugar will be used in desserts and on the table and will average from one to one and one-half pounds a week per person.

Coffee may make or mar the reputation of your house. You must have good coffee with good cream for breakfast unless your guests are children. Have it good under *all* circumstances! If the coffee is poor the whole house will suffer. Have hot milk available for those who like it in their coffee and cereal coffee, tea, cocoa, or milk for those who do not take coffee.

Three Meals a Day

Breakfast

The first meal of the day should be planned to suit the season of the year as far as possible. It should consist of

SEASONABLE FRUIT, RAW OR COOKED
A CHOICE BETWEEN COOKED AND READY-TO-EAT CEREAL
BREAD IN SOME FORM
EGGS, BACON, FISH OR A MADE-OVER DISH
COFFEE OR OTHER BEVERAGE

Dinner

Dinner may consist of soup or chowder followed by the main meat course which may be steak, roast, smoked meat, corned meat, casserole of meat or fish of some kind.

Whether or not you serve a choice of meats will depend on the number of people you are serving. It may be profitable to have two kinds of meat or meat and fish from which they can choose. When serving fish as a main dish it is wise to have meat on hand for those who do not care for fish. With a small number of guests who do not pay a large amount for board it will not be wise to offer much choice. With meat serve gravy, potatoes and at least one hot vegetable. A relish, such as pickle, jelly, apple sauce, and the like, is a pleasing addition.

Serve some sort of salad daily either at this meal or at luncheon or supper or both so that the people will get some uncooked green; serve such desserts as your guests like, as well as those that are best for them. With some people a cold or frozen dessert is almost necessary, with other groups you may have to serve pie almost every day or simple milk puddings or fruit. There may be a choice of two or three desserts each day.

Bread or rolls should be provided and coffee or tea or both. Such extras as are suggested in Part VIII may be added at your discretion.

The time of serving dinner is determined by custom or the habits, age or occupation of your guests. It may be served at noon but is more commonly served from six to eight o'clock in the evening.

The first course and the last course should be especially pleasing; the first to create an appetite and pleasure in the meal; the last that guests may carry away a good impression.

Luncheon or Supper

The third meal of the day may be served at noon and be called luncheon or served at night and be called supper. This will depend, of course, on when dinner is served. In some houses guests do not come home at noon and a third

meal need not be prepared except for the help. At luncheon or supper the food is used which is left over necessarily from some dinner dishes, although left-over meat may sometimes be used for another dinner in another form. There may be a soup or chowder, one or more hot dishes, vegetables, rolls, biscuit or muffins, salad, dessert and a beverage. Among the main dishes from which one may choose are

Casserole dishes
Croquettes
Scalloped dishes
Stuffed peppers
Beans baked and in other ways
Cheese dishes
Fish in various ways
Egg dishes
Salads of egg, meat, or fish.

The luncheon dessert may be of fruit, fresh or cooked, cake, pudding, pie, fruit salad with wafers, custards, etc.

The following are typical of the table d'hote meals at a hotel where there is a choice of dishes:

BREAKFAST, 85 CENTS
GRAPEFRUIT OR STEWED FRESH PLUMS
CREAM OF WHEAT, OATMEAL AND CREAM OR GRAPE NUTS
FRIED OR BOILED EGGS
OR
PAN FISH WITH BROWN BUTTER
OR
HONEYCOMB TRIPE IN CREAM
HOT ROLLS OR TOAST
MILK, COFFEE OR TEA

LUNCHEON, $1.50
CONSOMME WITH VERMICELLI
OR
CHICKEN MULLIGATAWNEY
SHIRRED EGGS WITH KIDNEYS
OR
RAVIOLI NICOSE
OR
FISH SALAD, HAVANAISE
FRENCH PASTRY
OR
APPLE ROLL
COFFEE OR TEA

(This menu would be better if one or more vegetables were added.)

DINNER, $2.25

CONSOMME NINO OR POTAGE LAMBALLE
CASSEROLETTE OF SEA FOOD, POULETTE
LEG OF LAMB, POELE
OR
SWEETBREAD PATTY, FINANCIERE
OR
ROAST IMPORTED PARTRIDGE, BREAD SAUCE
BRAISED CELERY KNOB POTATOES FONDANT
CHICORY SALAD
TUTTI FRUTTI ICE CREAM CHOCOLATE SAUCE
AND DUNDAE CAKE
DEMI TASSE

This is not reverting to the old-style, American plan, for the reason that the little word "or" prevents a wicked waste of food that unlimited selection entailed.

LEFT-OVERS

The use of left-overs is most important as it is one of the things that will help to make your guest house a financial success. It is a good practice for the manager each morning soon after breakfast to look over the contents of the refrigerators, the fresh fruit and vegetable store closet and cake and bread boxes and to plan for the immediate use of any supplies that will not keep well. Soups, salads, croquettes, and other made dishes, crumb cakes and cookies will suggest themselves to the person of imagination who is familiar with the recipes for a large number of dishes. The icebox may reveal a dish of cooked rice, some pudding sauce, a slice of pineapple, a few stalk of celery, left over meat—one or more kinds—cold potatoes, mashed or boiled, a few chopped nuts, the juice from some canned fruit, sour cream, canned corn, carrots not quite fresh, and some chocolate sauce.

The cooked rice can go into a soup or stew or muffins; the pudding sauce, fruit juice, sour cream, and chocolate sauce may go into ice cream; the celery, nuts and pineapple

may be used in a salad; and the meat, potatoes, corn and carrots will make up a casserole dish and no one need know that left-overs are being used.

Meat Casserole from Left Overs

Take a sufficient amount of
Meat stock and add
Chicken, veal, or beef, cooked or raw, cut in small pieces. Cook gently until meat is tender. Add large cubes of
Cooked carrot or turnip and
Leeks, and an equal amount of
String beans. Cook gently twenty-five minutes and serve very hot in Casserole dishes with slices of toasted bread.

Foods should be used so intelligently that neither guests or help will realize that they are being served with left-overs, but nothing except food left on guests' plates should be wasted. After some experience meals may be planned so that there will not be great amounts of left-overs to be used up, but no good foodstuff should be allowed to spoil or be thrown away.

Menu Lists

The planning of meals is very greatly simplified by having lists of dishes from which to select, not like an index in the back of a cook book, but such dishes as meet the needs of your particular family, those you can afford to serve, and dishes that your people like.

Lists for different occasions have been given in previous lessons and many dishes if not whole lists may be used in these guest house lists which should have as headings:

1 Breakfast fruit
2 Breakfast cereals
3 Breads for breakfast
4 Breads for luncheon
5 Breakfast eggs and other main dishes for breakfast
6 Clear soups
7 Cream soups
8 Chowders
9 Soup accompaniments
10 Beef
11 Lamb
12 Pork and ham
13 Veal
14 Poultry
15 Fish
16 Meat sundries
17 Meat substitutes
18 Relishes for main course
19 Made over dishes with meat

20 Made over dishes with eggs
21 Made over dishes with fish
22 Cheese dishes
23 Macaroni and other starchy dishes
24 Hot sandwiches
25 Potatoes
26 Sweet potatoes
27 Spring and summer vegetables
28 Fall and winter vegetables
29 Vegetable dishes for luncheon
30 Salads with protein (meat, fish, cheese, etc.)
31 Salads with vegetables
32 Salads with fruit
33 Dressings for lettuce, etc.
34 Sweet entrees (fritters, etc.)
35 Puddings
36 Pudding sauces
37 Frozen desserts
38 Cold desserts
39 Pies
40 Winter fruit desserts (canned preserved, etc.)
41 Summer fruit desserts
42 Cakes
43 Cookies

It is wise also to have lists of dishes that can be made from left-overs, recipes for which can be found in many cook books, for example:

DISHES WITH SOUR CREAM

Salad dressing
Muffins
Luncheon cake
Ice cream (if cream is not very sour)
Griddle cakes
Waffles
To moisten Cottage Cheese, etc.

DISHES WITH LEFT-OVER CEREAL

Cereal muffins
Oatmeal bread
Oatmeal soup
Rice and cheese
Rice custard
Rice and tomato
Stuffing for peppers
Croquettes
Fried hominy
Tomato soup with macaroni

Have one or more pages in a large note book, or a large card or sheet of paper, for each list. Have columns on the right of the list for each month; figures indicate the day of the month on which the dish is served. At left of the list of dishes, use as many headings as you like, such as page of Cook Book where recipe is found, number of people served by the recipe, the amount of food stuff

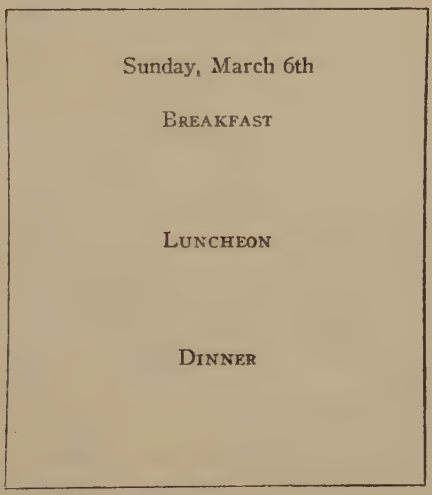
to be used for it, as pounds of cereal or meat, number of times to increase the recipe for your family or amount for one serving; there may be a column for the cost or the food value or the selling price of the dish.

With these lists at hand it is not a difficult task to plan menus for a week or a month in advance with very little repetition.

Your Menu Book

For your menus have a note book of about the size that stenographers use and a page dated for each day with

PAGE OF MENU BOOK



spaces headed breakfast, luncheon or dinner, and dinner or supper.

Planning Dinner Menus

From your list select first and enter in your menu book the dinner meat or fish that you will serve on the first day for which you are planning ahead, then the second

day and so on. When you have entered roast lamb for example in your menu book, place in the column for that month on your list the day of the month on which you are to serve it so that when you have finished your menus, on the list of lamb dishes for instance, the column under each month will show the dates on which was served roast lamb, lamb chops, lamb chartreuse, lamb stew, and any other lamb dish.

When the meats have been entered for the week's dinners, enter the potatoes and vegetables that go best with

SAMPLE PAGE FROM MISS BRADLEY'S LISTS

Page in Cook Book	Lamb	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	Mutton duck	4											
	Salmi of Lamb	5						12	30		27		
	Scotch broth	6				24							
	Roast leg lamb			7				11					5
	Lamb chops					5				8	31		
	Stuffed chops			29									
	Breaded chops							24					
	Fricassee of flank		25					22		9			
	Lamb stew			9			29		31				
	Fillets of lamb		3						5				
	Chopped with green peppers		4			25							8
	Cold roast lamb			8								22	
	Rice and lamb Chartreuse			11							2		
	En casserole				7						22		
	Braised leg				6								
	With currant jelly sauce				8								
	A la mode					23					26		
	Boiled lamb						7						
	With caper sauce												
	Braised breast						28						
	Rechauffe						8						6
	Lamb and macaroni scallop						9						
	Casserole of lamb and rice												
	Curry lamb with rice							13					
	Hot pot, lamb and barley							15					7
	Roast shoulder lamb								29		21		
	Croquettes with peas										24		

them in your menu book, placing after each in your lists the day of the month on which you use it.

Planning Other Meals

Next you can plan your lunches or suppers, using up leftovers, if you can anticipate what they are going to be. If

you cannot tell ahead, leave the place open and decide about it later. Next enter the breakfast fruit for the week or month, then the cereals, then the luncheon and dinner desserts and salads, using fruit in one or the other meal, both if you like, but not the same fruit that you serve for breakfast. Desserts need not be repeated in two months. Next enter the luncheon breads, and plan the breakfast breads at the same time to prevent duplication, and also, so that you may perhaps use the same dough you make luncheon rolls from, with a change of shape or flavor, for the breakfast buns. From your lists continue until every meal is complete, with relishes, pudding sauces, etc.

Contrast and Harmony in Meals

The courses and dishes in a meal should be varied in their character as hot and cold, soft and crisp, dark and light. Avoid colors that clash, as beets and tomatoes; too much water, as clear soup and jelly at the same meal. Use sauces with tasteless and colorless foods. Do not use the same food more than once during the day if it is a food of distinctive flavor.

Plan special meals for special occasions, as birthdays and holidays. Use seasonable foods abundantly in their season, using your lists of "special dishes to be served at different seasons of the year." With these lists it is possible to secure great variety in menus with little effort. Add to your lists such new dishes as your people will like and cross off those that are not popular.

Variety in Meals

Variety with a big V is of the greatest importance when you are catering for the same group of people day after day. It is no wiser to serve a thing that they like too often than to serve something that is not very popular.

Do not have a definite day for special dishes, even though it be chicken and ice cream or corned beef and canned peaches. Surprises are of great value in maintaining interest in your table and pleasure in your meals. You cannot please all the people all the time, but if good, wholesome food and well balanced meals are provided, the health of your guests will be better than if rich and indigestible, though popular, dishes are supplied too abundantly.

Menus for Six Weeks

The following menu lists are made up of simple, easily prepared dishes, to which many other dishes may be added. Three meals a day for six weeks, without a repeat, will be provided if the 1-a's, 1-b's, 1-c's, the 2-a's, 2-b's, 2-c's, and so on, are used together. This will make complete menus for 42 days without a repeat. But if 1-a breakfast fruit is combined with 1-b breakfast breads, and so on, and all possible variations of this list are used, the number of different meals would run into the thousands. This example shows how simple it is, with careful planning, to give great variety.

Variety of breakfast cereals is not given in the list, though supposed to be included in the breakfasts. There are so many now on the market, both ready to eat and to be cooked, which, combined with fresh fruit, berries, raisins, dates and with different methods of preparation, makes it an easy matter to select a different cereal dish for each breakfast if that seems desirable.

SIX WEEKS (42) BREAKFASTS

Breakfast Fruits

1 Plums
- a Red
- b Blue
- c Yellow

2 Blueberries
- a Raw
- b Stewed
- c With Half Banana

3 Stewed Prunes
- a With Orange Pulp
- b With Dried Peaches
- c With Dried Apricots

4 Apples
- a Stewed
- b Butter
- c Raw

5 Melon
- a Cantaloupe
- b Cassaba
- c Honeydew

6 Grapefruit
- a Marmalade
- b Halves
- c Halves with Berries

7 Apricots
- a With Orange Juice
- b Dried Stewed
- c Conserve

8 Raisins
- a Stewed with Lemon
- b In Cereal
- c In Dry Toast

9 Berries
- a Strawberries
- b Raspberries
- c Blackberries

10 Pineapple
- a Fresh, Sections
- b Fresh, Slices
- c Canned, Slices

11 Grapes
- a Concord
- b Delaware
- c Niagara

12 Dates
- a In Cereal
- b In Toasted Bread
- c. In Muffins

13 Figs and Peaches
- a Steamed Figs
- b Dried Stewed Peaches
- c Canned Sliced Peaches

14 Oranges
- a Halves
- b Juice
- c Marmalade

Breakfasts Breads

1 Raised Rolls
- a Round Rolls
- b Cinnamon
- c Frosted Coffee Rolls

2 Rice
- a Muffins with Corn Meal
- b Griddle Cakes
- c Muffins with Yeast

3 Rye Meal
- a Griddle Cakes
- b Muffins
- c Toasted Bread

4 Whole Wheat
- a Rolls
- b Muffins
- c Popovers

5 Oatmeal
- a Gems
- b Toasted Bread
- c Griddle Cakes

6 Corn Meal
- a Johnny Cake
- b Pancakes, Sirup
- c Muffins

7 Cream Toast
- a Plain
- b With Chopped Beef
- c With Hard Cooked Egg

8 Boston Brown Bread
- a Toasted
- b Plain
- c With Raisins T'st'd

9 Toast
- a Prune Bread
- b Buttered
- c Raisin Bread

10 Hominy Muffins
- a With Dates
- b With Yeast
- c Toasted Bread

11 Yeast Biscuit
- a Clover Leaf
- b Finger
- c Parker House

12 White Corn Meal
- a Cakes (very thin)
- b Muffins
- c Blueberry Cake

13 Muffins and Biscuit
- a Egg Muffins
- b Butterscotch Biscuit
- c Baking Powder Biscuit

14 Graham Flour
- a Muffins
- b Butter Cakes
- c Toasted Bread

Breakfast Hot Dish

1 Eggs
- a Boiled
- b Fried
- c Poached

2 Chicken
- a Creamed
- b Creamed with Peppers
- c Hash

3 French Toast
- a With Sirup
- b With Jam
- c With Ham

4 Fresh Fish
- a Hash
- b Balls
- c Creamed

5 Potatoes
- a Cakes
- b Hashed Browned
- c Fried

6 Scrambled Eggs
- a With Parsley
- b With Ham
- c With Tomato

7 See Breakfast Breads

8 Salt Fish
- a Balls
- b Creamed
- c Hash

9 Griddle Cakes
- a With Sirup
- b With Hot Molasses
- c With Jelly

10 Sausages
- a Fried
- b With Fried Apples
- c Baked

11 French Omelet
- a With Green Pepper
- b With Chopped Beet
- c With Tomatoes

12 Rechaufées
- a Creamed Corned Beef
- b Chopped Veal on Toast
- c Meat and Macaroni Hash

13 Baked Eggs
- a With Crumbs
- b With Cream and Bacon
- c With Parsley

14 Bacon
- a Broiled
- b Baked
- c With Liver

SIX WEEKS (42) LUNCHEONS OR SUPPERS

Main Dish

1 Sandwiches
- a Veal Loaf
- b Sliced Ham
- c Cream Cheese

2 Chicken Soup
- a With Rice
- b With Chopp'd Carrot
- c With Cream or Milk

3 Ham
- a Baked with Spinach
- b Diced and Creamed
- c Cr'med, Sw't Potato

4 Fish
- a Scalloped with Tomato
- b With Potato au Gratin
- c Scalloped with Egg

5 Soup with Ham Bone
- a Dried Split Peas
- b Dried Beans
- c Dried Green Peas

6 Cheese
- a Pudding
- b English Monkey
- c Welsh Rarebit

7 Cream Soup
- a Spinach
- b Tomato
- c Celery

8 Sandwich Filling
- a Peanut Butter
- b Sardine
- c Chopped Ham

9 Roast Beef
- a In Gravy
- b En Casserole
- c Cottage Pie

10 Macaroni
- a Au Gratin
- b Tomato Sauce
- c With Cheese and Crumbs

11 Chowder
- a Clam
- b Corn
- c Fish

12 Lamb Broth
- a With Macaroni Rings
- b With Barley
- c With Peas and Carrots

13 Cream Soup
- a Potato
- b Squash
- c Corn

14 a Scalloped Eggs
- b Steamed Clams
- c Baked Beans and Brown Bread

Breads

1 For Sandwiches
- a Oatmeal Bread
- b Whole-wheat Bread
- c Rye Bread

2 Soup Accompaniments
- a Toasted Crackers
- b Paprika Crackers
- c Toasterettes

3 Whole Wheat
- a Rolls
- b Biscuit
- c Clover Leaf

4 Baking Powder Biscuit
- a Parker House
- b Plain
- c With Peanut Butter

5 Bran
- a Bread with Yeast
- b Bread with Nuts
- c Muffins

6 Hot Rolls
- a Round
- b Long
- c Parker House

7 Coffee Rolls, Frosted
- a With Cinnamon
- b With Currants
- c With Jam

8 Bread for Sandwiches
- a Prune
- b Date
- c Nut

9 Blueberry
- a Muffins
- b Corn Cake
- c Biscuit

10 Oatmeal
- a Muffins
- b Raised Rolls
- c Bread with Prunes

11 Crackers
- a Pilot Crackers
- b Soda Crackers
- c Cheese Crackers

12 Baking Powder Biscuits
- a Butterscotch
- b Swedish
- c With Sour Milk

13 Graham
- a Bread
- b Muffins
- c Rolls

14 Doughnuts
- a Round
- b Raised
- c Twisted

Desserts

1 Fruit
- a Bananas
- b Marmalade
- c Dates

2 Canned Fruit
- a Whole Peaches
- b Sliced Pineapple
- c Sliced Peaches

3 Fruit Salad (See Salad List)

4 Cream Pie
- a Cooked Filling
- b Chocolate Filling
- c Whipped Cream Filling

5 Stewed Dried Fruit
- a Apricots
- b Prunes
- c Jellied Peaches

6 Rice Custard
- a With Dates
- b With Peaches
- c With Apples

7 Custard
- a Chocolate Marshmallow
- b With Stale Cake
- c Raspberry with Cream

8 Jelly
- a Raspberry-currant
- b Blueberry
- c Blackberry

9 Apples
- a Baked
- b Cake, Vanilla Sauce
- c Sauce

10 Stewed Plums
- a Purple
- b Yellow
- c Damson

11 Tapioca Pudding
- a With Apples
- b With Peaches
- c With Meringue

12 Gelatin Mold
- a Lemon with Bananas
- b Orange
- c Lemon with Fruit

13 Fruit Betty
- a Rhubarb
- b Berry
- c Peach

14 See Cakes

SIX WEEKS (42) DINNERS

Dinner Main Dish	Potato or Substitute	Dinner Vegetable
1 Chicken	1 a Rice with Parsley	1 a Green Peas
a Boiled with Gravy	b Boiled Potatoes	b Carrot Strips Buttered
b Fricassee, Biscuit	c Boiled Samp with Parsley	c Button Onions
c Stew	2 Potato	2 Spinach
2 Ham	a Mashed with Paprika	a Steamed
a Roasted, Raisin Sauce	b Mashed with Parsley	b With Toast Points
b Roasted Apple Sauce	c Riced Sweet Potato	c With Carrot Dice
c Baked with Milk	3 Mashed Potato	3 Tomatoes
3 Baked Fillet of Haddock	a Plain	a Stewed
a Salt Pork and Onion	b With Spinach	b Stewed with Corn
b Stuffing, Pickle Sauce	c With Chopped Ham	c Philadelphia Relish
c Tomato Sauce	4 a Baked Potato, Hotel Style	4 a Lima Beans
4 a Cold Sliced Ham, Mustard Pickle	b Macaroni	b String Beans with Celery
b Scalloped Ham	c Baked Potato	c Mixed Vegetables
c Lamb en Casserole	5 a Mashed Potato Chopped Green Pepper	5 Corn
5 Hamburg Steak	b Baked with Beef Fat	a Canned
a En Casserole	c Baked with White Sauce	b Canned, Green Pepper
b With Pan Gravy	6 Potato	c Sweet Corn
c Meat Loaf	a Creamed Parsley	6 Beets
6 Fried Fish	b Baked in Cheese Sauce	a Sliced and Buttered
a Perch	c Au Gratin	b Small Whole
b Fillets of Flounder	7 Boston Brown Bread	c Chopped and Seasoned
c Pickerel	8 Potato	7 Salad
7 a Baked Beans	a Roasted	a Lettuce and Tomato
b Lima Beans Baked with Vegetables	b Riced	b Stuffed Tomato
c Rice and Peanut Loaf	c Mashed with Cream	c Lettuce
8 Roast Beef with	9 a Riced Potato with Paprika	8 Turnip
a Brown Gravy	b Rice	a Mashed
b Yorkshire Pudding	c Potato Border	b Sliced and Buttered
c Dish Gravy	10 Potato	c Creamed
9 Canned Fish	a Mashed with Mint	9 Shell Beans Cooked with Pork
a Scalloped	b New, en Casserole	b Green Peas
b Scalloped with Rice	c Riced	c Salad
c Creamed with Peas	11 Potato	10 Squash
10 Lamb	a Boiled in Beef Water	a Mashed
a Fricassee	b Croquettes	b Baked with Bacon
b Boiled, Currant Jelly	c Boiled, Maître d'Hôtel	c Turban, Mashed
c Roast, Mint Sauce	12 Potato	11 Cabbage
11 a Corned Beef	a Baked with Cheese	a Plain
b Braised Veal	b Scalloped	b Creamed
c Meat Pie with Dressing	c Creamed, Green Pepper	c Red, with Apple
12 a Veal Cutlets	13 Small Potatoes	12 a Green Peas
b Beef Steak	a Boiled	b Boiled Onions
c Lamb Chops	b Baked with Butter	c Carrots
13 Steamed Fish	c French Fried	13 Fresh Tomatoes
a With Egg Sauce	14 a Steamed Rice	a Baked Whole
b With Shrimp Sauce	b Creamed Potato	b Baked Stuffed
c With Parsley Sauce	c Small Boiled Potatoes	c Sliced with Cucumbers
14 a Stewed Lamb's Liver and Heart		14 a Butter Beans
b Liver and Bacon		b String Beans
c Casserole of Ox Tails		c Carrot and Turnip Strips

SIX WEEKS SALADS AND DESSERTS

Dinner Desserts

1 Vanilla Ice Cream
- a Chocolate Sauce
- b Butterscotch Sauce
- c Strawberries

2 Gelatin Sponge
- a Lemon, Custard
- b Raspberry with Cr'm
- c Apricot with Sirup

3 Bread Pudding
- a Caramel with Cream
- b Raisin with Sauce
- c Chocolate with Cream

4 Fruit Sherbet
- a Strawberry
- b Orange
- c Lemon

5 Blanc-mange
- a With Prunes
- b With Chocolate
- c White with Custard

6 Cottage Pudding
- a Chocolate, Hard Sauce
- b With Lemon Sauce
- c Chocolate Sauce

7 Pie
- a Blueberry
- b Squash
- c Apple

8 Ice Cream
- a Pineapple
- b Strawberry
- c Caramel with Nuts

9 Spanish Cream
- a Coffee
- b Vanilla
- c Chocolate

10 Gingerbread with
- a Whipped Cream
- b Marshmallow Sauce
- c Apples and Hard Sauce

11 Shortcake
- a Strawberry
- b Raspberry
- c Peach

12 Ice Cream
- a Peanut Brittle
- b Coffee
- c Pineapple Sauce

13 Custard
- a Baked
- b Floating Island
- c Tapioca

14 Rice Pudding
- a Baked
- b Peaches and Meringue
- c Chocolate

Salads

1 Celery Salad
- a Plain
- b With Nuts
- c Cabbage, Boiled Dressing

2 Lettuce, Cream Cheese
- a In Balls
- b With Sliced Tomatoes
- c Peanuts and Dates

3 Lettuce and French Dressing
- a Banana and Walnut
- b Orange Sections
- c Pineapple Dice

4 Cabbage Salad
- a Pineapple Marshmallow
- b Red and Green Pepper
- c Tomato, Cream Dressing

5 Potato Dice, Cream Dressing
- a Hard Cooked Egg
- b Beets
- c Onion and Parsley

6 Cucumber Salad
- a Sliced Tomato
- b Tomato, Green Pepper
- c Red and Green Pepper

7 Jellied Salad
- a Chicken, Celery, Nuts
- b Veal and Cucumber
- c Tomato, Cabbage

8 Lettuce and Dressing
- a Mayonnaise
- b Thousand Island
- c Russian

9 Vegetable Salad
- a Carrots, Turnips, Peas
- b Lima Beans, Onion, Celery
- c String Beans, Celery, Beets

10 Cabbage Salad
- a Chopped Nuts
- b Shredded Beets
- c Apple and Nut

11 Egg Salad
- a Cucumber
- b Shredded Lettuce
- c Green Pepper Strips

12 a Corned Beef and Celery
- b Veal and Cabbage
- c Peas, Potato, Pimiento

Cakes and Cookies

1 Cake with Frosting
- a Chocolate
- b White
- c Caramel

2 Ginger Cookies
- a Snaps
- b Drop
- c Sugar

3 Little Cakes
- a With Spice
- b With Nuts
- c With Currants

4 Cream Pies (See Supper Desserts)

5 Chocolate Cake
- a With Nuts
- b White Frosting
- c Butter Frosting

6 Cookies
- a With Cocoanut
- b With Nuts
- c With Raisins

7 Crackers
- a Graham
- b Oatmeal
- c Whole Wheat

8 Sponge Cake
- a Individual
- b Square
- c Slices

9 None Needed

10 Cookies
- a Oatmeal
- b Peanut
- c Frosted

11 None Needed

12 White Cake
- a Cocoanut Frosting
- b Chocolate Frosting
- c Pink Frosting

13 Chocolate Cookies
- a Frosted
- b With Nuts
- c With Currants

14 Layer Cake
- a With Jelly
- b With Jam
- c With Chocolate Filling

Salads (*continued*)

13 Lettuce and Cottage Cheese
- a Jelly
- b Walnuts
- c Pears

14 Cucumber Salad
- a Sliced with Vinegar
- b Russian Dressing
- c Cream French Dressing

SUPPER DISHES FOR SMALL CHILDREN

Supper Dishes		
1 See Supper Main Dishes, Milk to Drink	6 Ready-to-Eat Cereal	11 See Supper Main Dishes
2 See Supper Main Dishes	7 See Supper Main Dishes	12 See Supper Main Dishes
3 Boiled Rice	8 See Supper Main dishes, Milk to Drink	13 See Supper Main Dishes
4 Corn Meal Mush	9 Whole Wheat Cereal	14 Eggs
5 See Supper Main Dishes, Milk to Drink	10 See Supper Main Dishes	a Scalloped b A la Goldenrod c Coddled

The most carefully planned menus will not be satisfactory unless food is attractively served, unless it looks well and tastes good. Careful cooking is of great importance, as well as correct seasoning. To men, serve generous portions and hearty foods. Women and girls as a rule prefer more fruit and salads, smaller amounts and greater variety.

If possible do not serve a second time foods that are universally unpopular and of which the portions were left on the plates and wasted. Cross these dishes off your list or prepare them differently. Do not make it necessary for people to eat things they do not like. It is sometimes necessary to study the contents of the garbage can or to weigh the garbage occasionally.

The Cook's Menu Book

A menu book should hang in the kitchen, where it may be consulted by the cooks at any time. This need not be the book in which you make out menus for a week or more in advance, as those menus frequently have to be changed to use up left-overs, or because certain foods come into market or are not in market, or fail to arrive in time to be used. The menus for the cook should be posted, if possible, two days before they are to be served, as some dishes need to be started twenty-four hours or more in advance of a meal.

How to Buy

If menus are planned a month in advance and you know approximately how many meals you will serve, an order

for groceries and non-perishable supplies can be given for the entire month, with little or no need for ordering goods of that type for another thirty days. Naturally this saves much time and worry. All supplies must be checked up as soon as they arrive and be put away where they will be safe from theft, mice and spoilage. It is sufficient to have to do this for groceries only once a month.

Canned goods should be bought by the case and may be ordered in the spring for a year ahead, to be delivered as needed. No. 10 cans of most fruits and some vegetables are satisfactory for large families. It is a help to consult a wholesale grocers' catalog and price list when making out the grocery order. Keep a variety of seasonings on hand to vary the flavor of your dishes; buy cherries, angelica, nuts, etc., for garnishings. Buying in original packages saves expense if the stuff can be used before it spoils.

MISS BRADLEY'S GROCERY ORDER FOR ONE MONTH FOR 350 PEOPLE

Canned

1 cs.	asparagus	2 doz.
5 cs.	string beans	10 doz.
3 cs.	blackberries	6 doz.
5 cs.	corn	10 doz.
1 cs.	okra	2 doz.
1 doz.	French peas	1 doz.
5 cs.	peaches	10 doz.
3 cs.	pears	6 doz.
3 cs.	pineapple	6 doz.
3 cs.	strawberries	6 doz.
3 cs.	cherries	6 doz.
2 cs.	egg plums	4 doz.
2 cs.	green gage plums	4 doz.
2 cs.	apricots	4 doz.
10 lbs.	cider jelly	

Dried

3 bxs. figs	2 bags figs, 75 lbs.
70 lbs. white beans	1 cs. prunes, 50 lbs.
1 bx. dates, 37 lbs.	25 lbs. green dried peas

25 lbs. split dried peas
3 bxs. dried apricots, 25 lbs.
1 cs. raisins
½ bbl. pickles
1 gal. olives
1 qt. capers
1 cs. catsup, 2 doz.

CEREALS

1 case Bf. Food
100 lbs. corn meal
75 lbs. cracked wheat
1 cs. cream of wheat, 2 doz.
50 lbs. hominy
50 lbs. oatmeal (coarse)
1 cs. rolled wheat
200 lbs. rice
75 lbs. rolled oats
100 lbs. rye meal
1 cs. shredded wheat, 50 lbs.
1 cs. grapenuts, 3 doz.
1 cs. fine wheat cereal
1 cs. cornstarch, 40 lbs.
1 cs. cornflakes
18 bbls. bread flour
4 bbls. pastry flour
1 bbl. Graham flour
1 bbl. whole wheat flour
1 cs. macaroni, 25 lbs.
5 lbs. bran

MISCELLANEOUS GROCERIES

8 bbls. sugar
50 lbs. confectioner's sugar
100 lbs. brown sugar
3 gals. maple syrup
½ cs. Oolong tea, 43 lbs.
50 lbs. coffee
18 bxs. cocoa, 108 lbs.
2 lbs. cinnamon
4 qts. vanilla
1 doz. celery salt
1 lb. peppercorns
35 lbs. cream of tartar
25 lbs. soda
5 lbs. gelatine, Knox
2 lbs. shelled walnuts
1 bbl. salt, 5 doz.
10 lbs. sea moss
1 25-lb. box cook'g chocolate
6 bu. rock salt
1 30-lb. case baking powder

Order perishable supplies twice a week, or oftener, and a day before needing them. With good refrigerators most foods will keep well several days. It is a good policy to deal at the same markets regularly. If dealers know that you depend on them for most of your buying, they will take particular pains to send you the quality of supplies that you need and, if they issue them, will mail you weekly price lists. Try to buy in sufficiently large quantities to secure wholesale prices. Vegetables and fruits are cheaper in original packages, but the amount you should buy will depend on the number of people you are feeding, your storage space and distance from the market.

Eggs may be purchased in April. Your dealer will store

them and deliver as required, or you can put them down in water glass.

Butter for the year may be purchased in June and kept in storage. Be sure always to serve *good* butter. If you cannot secure or cannot afford good butter, use a good margarine, which is better than poor butter.

The amounts to be ordered of foodstuffs depend on so many things that it is impossible to give any special quantities. The number of guests, their food requirements, storage space, etc., make each person's order different from every other. After the first few orders it is not difficult to plan your orders so that you will have enough, yet no waste. Keep accurate record of all supplies that are ordered and the price.

The sample page of my order book, used when prices were lower than they are now, shows how a book may be kept. Between 150 and 200 people were being fed. The names indicate dealer, so bills can be easily checked up.

SAMPLE PAGE OF MISS BRADLEY'S ORDER BOOK

90 qts.	Milk	$0.08	$ 7.20
4 qts.	Cream	.45	1.80
2 cases	Eggs—Williams—60 dozen	.33	19.80
100 lbs.	Butter—Gray	.34	34.00
1	Cheese—Weston—31½ lbs.	.20	6.30
6	Yeast cakes	....	.12
12	Loaves bread—Dunton	....	1.20
1 can	Saltines—Cobb—7 lbs.	.13	.91
1 can	Butterthins—Cobb—10 lbs.	.13	1.30
1 can	Vanilla creams—Cobb—7½ lbs.	.18	1.35
1 can	Fluted cocoanut—Cobb—12 lbs.	.11	1.32
1 can	Gingersnaps—Cobb—11 lbs.	.08	.88
150 lbs.	Chicken—Weston	.20	30.00
4 strips	Bacon—Dunton—49½ lbs.	.21	10.40
52½ lbs.	Corned beef—Weston	.12	6.30
1	Round beef, Argentine—83 lbs.	.13	10.79
5	Lambs—214 lbs.	.18	38.52
27 lbs.	Dried beef	.38	10.26
50 lbs.	Frankfurters	.14	7.00
100 lbs.	Mackerel	.06½	6.50

3	crates	(45) Cantaloupes	....	6.00
1	bunch	Bananas—Puffer	....	2.15
2	crates	Plums	....	4.00
1	crate	(32 boxes) Blackberries	....	5.76
5	qts.	Blueberries	.12	.60
2	crates	(64 boxes) Currants	.05	3.20
6		Watermelon	....	2.10
1	bushel	Beets—Puffer	....	1.25
1	barrel	Cabbage—Puffer	....	1.00
2	barrels	Potatoes—Puffer	....	8.00
1	bushel	Cucumbers—Puffer	....	1.50
1	bushel	Green beans—Puffer	....	1.00
1	basket	Peppers—Puffer	....	.40
1	bushel	Sweet potatoes	....	2.25
1	peck	Parsley—Puffer	....	.20
25	heads	Lettuce—Mosher	....	1.00
4	bushels	Beet greens—Mosher	....	2.80

Storerooms

A storeroom should be light and well ventilated, with an abundance of shelves of the correct width and height to hold the things that will be put on them. For instance, shelves for canned goods may be wide enough to hold two or three cans deep and two cans high, with no waste space. Shelves for extracts, seasonings, etc., may be narrow. Never place one thing in front of another different thing. It is inefficient to have to move things to find something that is wanted. Have covered receptacles, moisture and mouse proof, for bulk cereals, tea and coffee. Have a refrigerator that is well constructed and large enough for your needs.

Kitchen Equipment

It is impossible to give here a complete list of the kitchen equipment required for a guest house or a hotel. There are large firms whose business it is to supply everything necessary from cellar to garret. It will be best for you to visit as many establishments as you can, send for catalogs and, knowing how much money you wish to invest, decide for yourself how best to spend it. The equipment required

differs with the number and class of people to be fed. One hundred to two hundred people can be fed with simple meals with a large double range, a bake oven with four or five shelves, cook's tables with rack overhead for utensils, large boilers of tin, copper or enamelware, large roasting pans that fit range ovens, agate pans for baking puddings, apples, etc., of size to fit bake-oven shelves, food chopper, bread mixer, bread slicer, and such other utensils as are found in home kitchens, but of larger size or in larger numbers. For a larger number of people it will be necessary to install a steam table, steam kettle for vegetables, soups, etc., power ice cream freezer, power mixing machine, dish washer, bain marie, broiler, vegetable parer and meat slicer.

Service

The method of service makes a difference in the amount that you must charge for meals and the amount of profit that you will make. You may have waitresses and the serving done as explained in Lesson VIII. In a small guest house the hostess may sit at the table, do the carving and serving, and have a waitress to take the filled plates to each guest. In a large establishment or institution, cafeteria style may be employed. This method of serving will be fully explained in Lesson XII. It is more economical for the proprietor if food is put on the individual plates than if platters and serving dishes are passed or put on the table, where guests may help themselves to as much as they wish.

Where people pay by the week, a second order of the main dish and vegetable should be allowed, and all the bread and butter that anyone wishes. Fruit, soup, salad, and dessert courses may well be limited to one serving each. In a hotel, people are expected to pay for extra orders of anything.

Overhead Costs

The overhead expense of running the guest house or hotel may be estimated as suggested in Lesson I. It is usually possible to separate the cost of serving meals and the cost of rooms. It is absolutely essential that you know the overhead cost of doing business in order that you may know whether you are making or losing money.

The price charged for meals must cover

1 Rent of kitchen
2 Rent of dining room
3 Rent of hall or public parlor
4 All or part of rent of laundry, if table linen is laundered in the house
5 Rent of rooms occupied by cooks and kitchen help and all or part of rent of rooms of proprietor, waitresses, cashier, bookkeeper, or such other help as live in the house and give all or part of their time to the food service
6 Interest and depreciation, on value of furnishings and equipment in all the above rooms
7 Renewal and replacement of equipment
8 Cost of cleaning, painting, renovating, etc.
9 Light used in lighting above rooms
10 Fuel used in heating above rooms
11 Fuel used in cooking
12 Ice
13 Soap and cleaning materials
14 Proportionate part of telephone expense
15 Wages of help
16 Salary of at least $25.00 a week for proprietor
17 Cost of laundering all linen used in dining room and kitchen
18 Laundering maids' and cooks' uniforms, unless they pay for them themselves
19 Water and other taxes, license fees, insurance, garbage collection, etc.
20 Advertising and other expense peculiar to your situation
21 Cost of food served to kitchen and dining room employees

Cost of Meals Per Day and Per Week

The cost of raw foodstuffs, sufficient for one day for one person, varies from fifty cents to two dollars or more. It is necessary to keep accurate account of all food purchased; it is worth while to make an inventory of supplies on hand at the beginning of each month, and their value. To cost

of food purchased during the month, add the cost of supplies on hand the first day of the month, and subtract value of supplies on hand the last day of the month. The result will show the cost of food for the month. You should charge up at their selling price foodstuffs that you raise, can, etc. A record should be kept of the number of meals served each day to paying guests and to help and other non-paying people. Divide the total amount spent for food by the number of meals served to get the cost of food per meal per person. Multiply per capita cost of food by the number of meals served to each guest each day or each week to learn the cost of raw food material per day or per week.

EXAMPLE OF COST OF MEALS

Value of food supplies on hand June 1	$ 46.12
Cost of food purchased June 1 to July 1	496.90
Value of food raised on the farm, June 1 to July 1	160.00
	$703.02
Value of food supplies on hand July 1	85.26
2610 meals, guests and help:	
Cost of food used	$617.76
Cost per meal	.237
2160 meals, guests only:	
Cost per meal	.286
30 days, 24 guests, cost per day each guest	.858
Cost per week, each guest	6.00

Add to this the overhead cost of feeding guests per day or per week to learn the amount that must be taken in.

Number Necessary for Profit

You should have enough paying guests to guarantee all the above expenses. To find the number necessary, divide the overhead and operating expense by the number of people that you serve or can easily accommodate. Add to this the cost of food material per person. This is what your guests must pay for table board before there will be any profit for yourself more than the salary suggested above. People

sometimes say, "But no one will pay that much for board." If that is true you must reduce the cost of food or overhead expenses, or both, or secure more paying guests without increasing your overhead expenses, or consider that you are working hard for less money than you would get if you rented your furnished house and went to work for someone else.

Figuring Costs

Your figuring may give some such results as this:

Value of equipment, furnishings, etc.—$1,000.00.			
Interest at 5½% for one year	$ 55.00		
Depreciation at 20% for one year	200.00		
Total for one year	$255.00		
Total for one month		$ 21.25	
Rent, kitchen, etc., 1 mo	35.00		
Fuel for cooking and hot water	10.00		
Fuel for heating	14.00		
Lights	3.00		
Water	.50		
Ice	5.00		
Telephone	3.50		
Soap, cleaning materials	1.50		
Laundry	15.00		
Total Running Expenses for one month—30 days		109.75	
Wages kitchen assistant, 1 mo	$ 50.00		
Wages 3 waitresses, 1 mo	120.00		
Salary yourself, 1 mo., at least	100.00		
Food for 5 (help) at $4.00 a week, 1 mo	93.00		
Total for service, 1 mo		363.00	
Total for overhead, 1 mo. (30 days)			$494.00
Total for overhead, 1 day			16.44
Total for overhead, 1 week (7 days)			115.08
With 24 guests, overhead one week, each guest	$ 4.80		
Food for 1 guest, 1 week	6.00		
Total Cost for 1 guest, 1 week		$ 10.80	
If each guest pays, 1 week, $12.00—			
Estimated profit per week per person		1.20	
Estimated profit per week for 24 guests			28.80

If only fifteen guests are served the loss will be $1.67 per week per person or $25.05; all the salary of the manager. Learn to esti-

mate every week or so just where you stand financially so that you will make a profit instead of losing money or just barely paying expenses.

What It Costs to Run a Hotel

The cost of raw food material will probably be more than fifty per cent of the total cost of doing business, although one hotel man writes: "There are few rules for pricing food, but you may divide the price paid by seventy-five guests into four parts, allowing

¼ for food cost
¼ for overhead expense
¼ for service

and the remaining fourth might be your profit."

In a hotel the number of guests varies greatly. A sufficiently large staff must be kept to care for the average or the largest probable number of guests, therefore prices charged must be higher than in a guest house.

The average price paid for meals in eight hotels where tens of thousands of meals are served daily was figured as follows:

	Table d'Hote	A la carte
Breakfast	$0.85	$1.42
Lunch	1.38	1.80
Dinner	2.08	3.79

Renting Rooms

The cost of the rooms that you rent should be figured as above and added to the cost of food service. When you know all these actual or probable costs you are in a position to make your price for "meals and room by the day or week." This price must be based on the actual cost as figured above, plus enough more to give you a reasonable income proportionate to the size of your business and the amount invested in it. Prices charged by other people who give the same service in the same locality will help to determine the price that you will charge.

Many people, because they have linen, china, silver and a house, and are good cooks, think they can make a profit from paying guests. They decide that they will charge for board what they think people will pay, and do not reckon at all what it is going to cost them. If you cannot charge the amount as estimated above and enough more to really pay you for being in business, with its responsibility and its risks, there is no sense in having boarders, because you won't make anything on it. There may be some conditions under which it may be wise to work for just your bare living, but these are unusual. You must charge enough.

Kitchen Help

The number and duties of the employees where many people are fed depends on the number to be cooked for, the character of the meals and the price paid. One meat cook, an assistant or vegetable cook and a pastry cook can prepare the food, if it is not elaborate, for from twenty to two hundred people or more. A kitchen man and a kitchen woman will be needed to prepare vegetables, freeze ice cream, wash pots, and keep the kitchen clean. One waitress can serve six to twelve people at a time. Waitresses may wash all the china and silver used in the dining room and do all the cleaning of that room and of the serving room. Where much help is kept a separate dining room is reserved for them and special meals are prepared by a special cook. In many states women cannot be employed for more than forty-eight hours a week. Hours of work, therefore, must be carefully planned, with a half day off every week and part time on Sundays, and menus so planned that they can be carried out when the cook or her assistant are away.

It is of great assistance in managing help to have the hours and duties of each person posted with regular time speci-

fied for each thing that has to be done daily, and days for such things as are done less often.

Saving Expense

Where the price paid for board is not large, every possible means of reducing expense must be resorted to, except curtailing the food supply to the extent that people actually are undernourished. Cheap cuts of meat, the least expensive cereals, vegetables and fruits, are just as nutritious as the expensive and out of season foods. With care they can be made palatable and attractive. Dishes that are easily prepared lessen the number of cooks necessary.

In many college boarding houses no tablecloths or doilies are used, save a centerpiece on each table. In a summer camp, paper napkins may be used and bare or oilcloth covered tables. Meals may be given in payment for work done in the dining room. Many other suggestions and economies will occur to the woman of experience. The woman who has had none should start in a small way, or gain experience by working under a good manager before attempting a business of her own.

Well-Paid Positions

There are many excellent positions in institutions and hotels, open to women with training and ability. These pay good salaries and do not involve any money investment or as much care as when one is owner and proprietor of a business. Among these positions are those of

Employment manager
Dietitian
Steward
Cafeteria manager
Manager of service in dining room
Storeroom manager

Storeroom assistants
Cook
Pastry cook
Vegetable cook
Salad maker
Coffee woman
Toast woman
Cereal woman

Many women, as well as men, find employment in the resort hotels, going south in the winter and to a summer hotel for the summer.

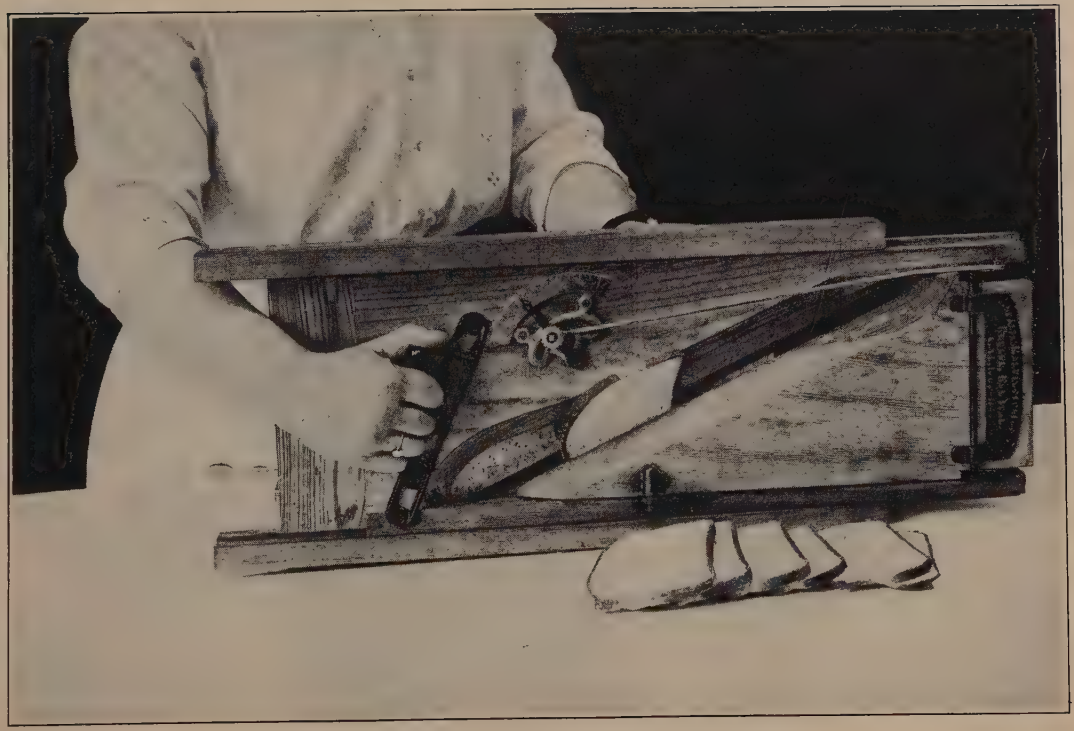
There is much pleasure and satisfaction in so feeding people day after day that they enjoy their meals and remain in good health and spirits, and stay or return to you year after year.

REFERENCE BOOKS

Boston Cooking School Cook Book by F. M. Farmer, $2.50.
Recipes and Menus for Fifty by F. L. Smith, $2.00.
More Recipes for Fifty by F. L. Smith, $2.00.
Institution Quantity Cooking by Harry B. Clyatt.
Feeding the Family by M. S. Rose, $2.40.
The American Home Diet by Simmonds and McCollum, $3.50.
Hotel St. Francis Cook Book by V. Hirtzler, $5.00.
Lessons in Cooking through Preparation of Meals by Robinson & Hammel, $2.50.
Household Engineering by Christine Frederick, $2.50.
Low Cost Cooking by Florence Nesbitt, $1.00.
Marketing and Housework Manual by S. A. Donham, $2.00.
Free Hand Cooking, Am. School of Home Economics, $0.10.
Food Values, Am. School of Home Economics, $0.10.
Ten-Cent Meals, Am. School of Home Economics, $0.10.
American Cookery, Boston, $1.50 a year.
Hotel Monthly, Chicago, $1.00 a year.

COOKING FOR PROFIT

X



BREAD CUTTER USED FOR SANDWICHES

COOKING FOR PROFIT

PART X

SCHOOL, INDUSTRIAL AND COMMUNITY FOOD SERVICE

SCHOOL LUNCHES—MENUS, PRICES, RECIPES WITH COSTS, ETC.; STORE AND FACTORY LUNCH ROOMS—MENUS AND PRICES, MATRON'S DUTIES; LUNCH ROOM EQUIPMENT; LUNCHEONETTES; COMMUNITY KITCHENS—HELP REQUIRED, DELIVERING OF FOOD AT A DISTANCE, MENUS; COMMUNITY CENTERS, RECIPES AND EXPENSES; TRAVELING KITCHENS; HOW MUCH TO SERVE, RECORDS, DISPOSAL OF LEFT-OVERS; PRICES AND PROFIT; CAMP LUNCH ROOMS; PACKING LUNCH BOXES; PLANNING MENUS; LIST OF DESSERTS

THERE are many opportunities open to the woman who wishes to live at home and have comparatively short hours of work elsewhere supervising or cooking one meal a day. Such a position may be found in schools, stores or factories. In such places a hot lunch at noon has proven its great superiority over the cold lunch carried from home. The lunch room may provide the entire lunch, or merely a soup, cocoa, or other hot dish to be eaten with other things brought from home.

In every such place the manager must be a woman *(1) with a knowledge of food values; (2) the foods best adapted to the needs of the people who are to be served; (3) the foods that give the most nourishment for the least money; (4) how to prepare simple, inexpensive and nutritious foods so that they will be attractive and appetizing; (5) how to make combinations that will supply for little money a well balanced meal; (6) how to develop in the people fed, food habits that will be valuable to them in their homes and all through their lives.*

It is essential that the manager of such a business keep in close touch with what is in market and its cost, know what supplies are on hand in the storeroom and refrigerator every day, the dishes that are most popular with the people fed, the overhead costs, and the amount of money taken in daily, or the sum available for food each day.

The thought of profit from cooking should not be considered in a school or factory lunch room, although many of them are self-sustaining, and the manager should be able to keep them so. The employees are paid for their labor, except those who, because of their interest in the group that is being fed, are glad to give their services until such time as the project is well launched.

School Lunches

In the New York City schools, lunches costing only a few pennies furnish between 400 and 500 food units (calories). In Boston lunches are provided in 18 high schools by the Women's Educational and Industrial Union in co-operation with school authorities and health experts. All the food is prepared and cooked at the central kitchen, from which it is sent to the various schools. The food served in all the schools is the same in kind and quality. The head server, who is in charge at each school, makes a report of food sold and money received each day. The average cost of each student's lunch is from nine to eleven cents. Receipts from lunch counters pay for—

1 The charges for supervision, preparation and service of luncheons;
2 The expense for food;
3 Rent, light, heat and overhead expenses at the central kitchen;
4 All movable equipment in the schools.

Each day the luncheon menu includes—

1 soup such as tomato, green pea, split pea, white or black bean which are nutritious and inexpensive. Four days out of the five it is a milk soup.

1 or 2 hot dishes, creamed or scalloped, such as spaghetti with tomato sauce, mashed potatoes with green peas, baked beans, corn pudding, a stew or hot roast beef sandwich. Meat is not served except in made up dishes where it flavors potato or rice or macaroni. Cheese and vegetables are much used. These dishes are baked in large round "milk" pans.

1 salad such as potato, egg, fruit or green vegetables. Salads with nuts are popular with boys. Most salads are made up at the schools, ingredients and dressing being sent out separately.

5 sandwiches
- 1 meat sandwich, varied daily.
- 1 cheese sandwich, varied by using factory or cream cheese with olives, pimiento, catsup, etc.
- 1 jam sandwich.
- 1 peanut butter sandwich.
- 1 lettuce and mayonnaise sandwich.

These are made at the central kitchen, but material for the three latter sandwiches is kept on hand at each school for use when more sandwiches are required than were sent.

Boys like heavy meat sandwiches thickly cut. Girls prefer jam, lettuce, and cream cheese sandwiches thinly cut and daintily served. Club sandwiches are satisfying and well liked.

1 pudding such as rice, bread, blancmange, or jellies.

Every day there is served—

baked custard
ice cream
plain cake or sweet wafers offered only in combination with milk or other plain food
milk in bottles served with straws
cocoa
fruit such as apples, bananas, or stewed fruits of various kinds.

Sweet chocolate and plain candies are often for sale.

The dishes, except those specified, are not repeated oftener than once in ten days.

Prices

The price is usually put at two to two and one-half times the cost of food material. It is well to figure the cost of the different soups that will probably be served, and then make an average price so that soup, whatever its ingredients, will cost the same per cup throughout the year, or if a change

must be made, that such a change does not occur more than twice a year.

How to figure costs is discussed in previous lessons.

The same thing should be done for scalloped dishes, puddings, etc., in order that children may always know how much money they will need for certain types of dishes. Boys and girls may serve at the lunch counter, and for their services be allowed 20 cents' worth of lunch.

In many schools the food prepared in the cooking class as the regular lesson is sold in the lunch room. This eliminates the cost of food material for the class, trains the pupils in buying and preparing good, substantial, every-day food in family quantities, and gives all the children an opportunity to purchase at cost a nourishing and satisfying luncheon.

Employees who prepare and serve food in a school lunch room, work usually from 9 to 4 and are paid about 30 cents an hour. The manager, who may do a part of the cooking, should receive from $20.00 a week up.

Store and Factory Lunch Rooms

There are many opportunities in stores and factories for women who can serve efficiently as managers of lunch rooms where one meal a day is served to employees. The cafeteria plan is usually followed as in schools. This method will be discussed in Lesson XII. The hours are not very long and the pay is commensurate with the work done. The menus may be longer than those for the school lunch room and generally include a well planned meal of meat, potato, vegetable, bread and butter, dessert and coffee, as well as separately priced dishes like those suggested above. The manager plans the menus, does the buying, engages and supervises cooks and waitresses, and keeps the books, so that she knows just how she stands financially every day.

SCHOOL RECIPES WITH COSTS

Italian Macaroni (for 50)

	Amount	*Weight.*	*Unit Cost*	*Total Cost*
Macaroni Elbows		3 lbs.	$0.11 lb.	$0.33
Salt	½ cup	¼ lb.	.024 lb.	.006
Bacon, thinly sliced		1½ lbs.	.42 lb.	.63
Mild green peppers, chopped	4		.55 basket	.09
Onion, chopped	2½ cups	1¼ lbs.	.08 lb.	.10
Flour	1½ cups	⅜ lb.	.06 lb.	.022
Tomato purée	1 can No. 10	6¾ lbs.	6.75 doz.	.563
Cheese	1 lb.	1 lb.	.40 lb.	.40
				$2.141

Add macaroni which should be purchased in 25 pound boxes, with salt to 5 gallons or more of boiling water. Boil for thirty minutes, or until soft. Drain and put into baking dishes. Cook bacon until half done, drain and in the bacon fat cook onion and pepper which may be forced through food chopper, until soft, but not brown. Add flour, stir until smooth, add hot tomato purée with water to make 4 quarts, and stir until it boils. Add 5 tablespoons salt, taste and add more seasoning if necessary. Pour over the macaroni. Sprinkle with cheese, grated or put through food chopper, cover with the strips of bacon, and put in hot oven until heated through and bacon is crisp.

Cabbage Salad (for 50)

	Amount	*Weight.*	*Unit Cost*	*Total Cost*
Cabbage		5 lbs.	$0.05 lb.	$0.25
Boiled dressing	5 cups	(See page 75)		.42
				$0.67

Remove outside leaves and stalks from solid, heavy heads of cabbage. Cut in quarters, and soak for an hour or more in cold water. Drain, wipe dry, shred or chop fine and mix with Boiled Dressing.

Vanilla Ice Cream (for 50)

	Amount	*Weight.*	*Unit Cost*	*Total Cost*
Gelatine	½ cup	2¼ oz.	$0.65 lb.	$0.10
Milk	4½ qts.		.12 qt.	.54
Heavy cream	2½ qts.		.80 qt.	2.00
Sugar	4½ cups	2¼ lbs.	.08 lb.	.18
Vanilla	6 T	3 oz.	2.84 qt.	.27
Salt	½ t			
Ice cream salt	⅛ bushel		.85 bu.	.11
Ice		50 lbs.		.25
				$3.45

Scald 2 quarts milk with gelatine, when gelatine is dissolved add sugar, stir until dissolved, add remaining ingredients and freeze. This recipe makes 2 gallons.

Compare the cost of this ice cream, using local prices and adding cost of labor, with ice cream of equal quality which you can buy and find if there is sufficient margin to pay you for making it.

Menus and Prices

One large corporation, with branches in many places, has 75 standard menus, 40 for winter, 35 for summer, which are served in rotation. In this way employees may secure for the price usually charged for meat alone, meat or meat substitute, potato, and bread and butter, which keeps them in better health than the lunches they might select for the same price if no combinations were offered.

In addition to the combination menu, a soup, salad, several desserts and beverages are also provided.

Specific cooking instructions accompany each menu, for the use of the cook, and a chart of food values showing the calories contained in each article, to help the patron order an adequate ration. Each branch has the same menu at the same time. All the buying is done from the central plant, and supplies are sent daily to each lunch room in such amounts as are ordered by the matron in charge.

The Matron's Duties

In addition to sending in this daily requisition, the matron's duties include the cooking of the food, selling it over the lunch counter, keeping track of income by means of a cash register, and taking an inventory once a month; in fact, she is responsible for the entire management of that particular lunch room, including supervision of the woman who washes the dishes and a woman to assist in serving if more than 200 people are served there.

Equipment

Oftentimes the lunch room equipment is very simple, scarcely more than a stove, a work table and a counter with shelves underneath; when the enterprise has proven its value more elaborate equipment may be provided, costing up to $10,000. Steam kettles, a steam table, a dish-washing machine, dish warmer, coffee urns, a bake oven, bread and meat slicer, power mixer, ice-cream freezer, vegetable paring machine, and vegetable masher are among the larger things that will be needed where many people are fed daily.

COST OF LARGE EQUIPMENT

Steam kettles	$ 6.00	to	$ 45.00
Steam table	85.00	to	450.00
Dish-washing machine	110.00	to	885.00
Dish warmer	105.00	to	195.00
Coffee urn	40.00	to	100.00
Bake oven	100.00	to	305.00
Bread and meat slicer	5.75	to	180.00
Power mixer	150.00	to	500.00
Ice cream freezer	3.15	to	450.00
Vegetable paring machine	55.00	to	250.00
Vegetable masher	6.00	to	40.00

Many breads, desserts, cakes, etc., are purchased from concerns which specialize in making such things on a large scale; others go to the serving counter in the pans in which they are baked. There should be a large supply of these pans, either round or of a size about 11 by 19 inches, that fit into the steam table and keep food hot until the last portion is served.

Luncheonettes in Stores

In many stores that are equipped with soda fountains, light lunches are being served to increasing numbers of patrons. Hot beverages, as chocolate, bouillon, coffee, etc., with sandwiches and cakes, cookies, doughnuts and pies, are first added to the list of fountain drinks and ices. The cakes and sandwiches may be prepared in one's home and

delivered daily to the store, or cooking equipment may be installed near the store and more dishes added to the menu as the demand increases.

All food served should be above the average in appearance and taste, and no dishes should be listed unless there is a good demand for them, as the success of such a department depends on the call for large quantities of a limited number of articles. There may be a hot "special" each day, as Chicken Pie, Hot Roast Beef Sandwich, Baked Beans in individual pots, Scalloped Oysters, etc.

Community Kitchens

Community Kitchens have been opened in many places. Food is prepared in a central kitchen and delivered in special containers to the homes of families that subscribe for the service. The original investment may be very small or as much as $20,000. In order to make it self-sustaining it should feed 250 persons daily. It pays better if 500 persons can be daily supplied. In addition to the dinners that are furnished regularly a general catering business or food shop, or both, should be carried on. Such a station should be located on a popular street, with considerable traffic, in order to display to advantage in an attractive window its catering specialties. The location should also be central, with a desirable class of homes radiating from it. There must be ample room in the building or house for cold-storage, kitchens with ranges, dish-washing machines and sterilizer for containers; pantries, and rooms for office staff. A garage is an important item, as it saves rent outside. For delivering food for 250 persons, four motor cars are required.

A station requires the following help:

Office Staff

Manager who makes out menus

Purchasing agent, who reports to manager on market conditions so that menus shall include seasonable foodstuffs only and omit those which are scarce and high priced (the manager and purchasing agent may be combined in one person)
Kitchen director, chef, or cook
Pastry cook
Two packers in hot food department
One packer of cold food
Dish, pan and container washers
Four delivery hands

Delivering Food at a Distance

A most important item for a community kitchen is the type of food container selected for transporting meals from the central kitchen to individual homes. One container on the market is composed of five parts—the base, the outer insulating sleeve or jacket, four insulated glass-lined metal inserts and covers. In this container food can be kept hot for hours, and the separate inserts may be used on the table in place of other platters and serving dishes. Another style has a high container insulated like a fireless cooker. It is heated with hot stones for an hour or two before being packed, then the stones are removed and aluminum pans holding hot soup, meat and two vegetables are packed in one upon another. Other containers hold the cold dessert and the salad in individual paper cups. Salad dressing, custard sauce, etc., are sent in small glass jars. Ice cream is packed in molds holding the required number of orders and sent out in buckets of ice and salt.

Menus may be sent out in the container one day. The number of portions required must be ordered before a certain hour the next day. The entire meal is delivered piping hot, to be opened and served when the family has assembled.

The following is a copy of a menu used in one well-to-do community:

DINNER

TOMATO BOUILLON OR CONSOMME
ROAST SIRLOIN OF BEEF OR
ROAST LEG OF LAMB, MINT SAUCE
SCALLOPED POTATO OR RICE CROQUETTES
LIMA BEANS OR HARVARD BEETS
PEAR SALAD
APPLE PIE OR TAPIOCA CREAM

SUPPER

LAMB CHOP OR HALIBUT TIMBALES
POTATOES SALAD
DESSERT
(AS GIVEN ON DINNER MENU)

To regular customers (those who subscribe to a dinner or supper book of twelve tickets) the price of the dinner is $1.00 a plate; supper, 85 cents a plate; Sunday dinner, $1.25 a plate.

In one city a kitchen has been established in the poorest section. Women who go out to work can send over for hot cooked cereal and rolls for their breakfasts; the children can go there from school for a nourishing ten-cent luncheon, and anybody may purchase a hot dish and dessert for supper.

COMMUNITY CENTERS

In a country town, each housekeeper may contribute to a community center any kind of cooked or canned food, or fresh fruit or vegetables that she does not need for her own family. Different townswomen may take turns in tending the shop, and there is therefore little overhead expense to be deducted from the profits from sales. Automobile tourists, as well as townspeople and farmers' wives, patronize such a shop. Accurate record should be kept of each article received and of every sale every day, and settlement made weekly.

Tea Room and Community Shop

Paid Out		
Manager's Salary	$1,423.31	
Assistants' Salary	414.50	
Rent	300.00	
Equipment	1,188.52	
Insurance	3.55	
Electricity, for lighting and cooking	418.60	
Telephone	29.26	
War Tax	54.95	
Fuel, wood and coal	105.58	
Total Overhead		$3,938.27
Groceries	1,364.24	
Ice	119.09	
Milk	390.57	
Other Food and General Expenses	796.86	
Food Total		2,670.76
Paid to Consignors		3,759.70
Total Disbursements		$10,368.73
Received		
From Tea Room	7,906.42	
Interest	8.79	
Dues (25c—$25.00)	568.00	
Gifts	563.00	
Loan	950.00	
Benefits	825.54	
Total Received		$10,821.75
Total Disbursements		10,368.73
Balance on hand		$453.02

A paid manager and assistant may be necessary for such a community kitchen. The foregoing figures are those of a community shop and tea room for a period of fourteen months, as reported by the manager.

Traveling Kitchen

A traveling restaurant or kitchen has been successful in some places. A large automobile, fitted up with steam table for keeping food and dishes warm; a range for cooking "short orders" (steaks, chops, etc.); a refrigerator to keep

meat, milk and fruits in prime condition; storage space for other foods, a cook and a driver complete the outfit, which covers a regular route at a regular time every day.

How Much to Serve

The proprietor of a lunch room or community kitchen, with a number of things on her menu, but without definite knowledge of how many people are coming in to eat, or what these people are going to order, must depend on statistics in order to always have enough on hand to feed everyone. She should keep a daily record of the number of people who come in and the number of orders served of the dishes which are provided on different days. These records should be so compiled that after a little experience she will be able to tell approximately how many orders will be given for sandwiches or salads, how many patrons are going to order meat, and how many may prefer fish, what desserts will be most popular, and how many whole meals will be served.

LUNCHROOM RECORD

Date	Total No. of Guests	Soup	Special Lunch	Potato Salad & Cold Meat Combination	Club Sandwich	Pudding	Ice Cream	Special	Afternoon Tea	Cash Received
June 10	216	Chicken 43	102	12	Egg 29	53	145	Chicken salad 73	34	
June 11	209	Beef 60	121	18	Tuna 18	28	175	Cream chicken 58	62	

You can multiply the number of chairs by the length of time for serving, allowing time for the quickest possible service, and this will give the maximum number which could be served. It is not likely that a new lunch room, unknown and unestablished, would serve to more than one-half its

capacity the first few days. If the time of serving is 11 to 3, the number of chairs, 50, and the minimum time for service, 20 minutes, the capacity of the lunch room would be approximately 150 an hour, or 600 people in the four hours.

Of course not all of the 600 are going to select all the ready-to-serve items on the menu, so that considerable judgment has to be shown in providing larger quantities of some of the hot dishes, because of their general popularity and their selling price. The public will more often select a dish with which they are familiar, particularly in a new establishment, and when the price is moderate, than one which is unknown to them. The location and class of patrons must also be considered in estimating the possible number to be served. If the lunch room caters largely to business people, whose lunch hours are practically the same, the rush of trade will be greater during those hours, and the first and last hour will not be likely to approach even a maximum number of customers. This should be considered when estimating the number to be served, as the figures used, 600 for four hours, is the maximum number for the entire time. Where quick service is essential, a sufficient quantity of food should be prepared before the bulk of the trade is expected, but where it is possible, materials should be partially prepared, but not combined until ordered. This avoids waste and also makes it easier to use the left-overs, as the materials may be combined in different ways on successive days.

Disposal of Left-Over Food

In schools where a simple lunch is served to the pupils at noon, it is possible to make a fairly accurate estimate of how much food to provide. Any left-over sandwiches, etc., may be sold at a very small cost to the poorer children, or given to the very needy, or used the next day for toasted sandwiches.

Left-over cake may be made into cakes, cookies and desserts.

Hot Cabinet Pudding

Grease one-quart casserole dishes and fill with alternate layers of stale sponge cake or other cake cut in small squares and
½ cup figs, dates, raisins or other cooked or canned fruit, cut in strips. Mix
1 pint melted ice cream or milk or a mixture of the two
2 eggs slightly beaten
½ cup sugar if needed and
1 teaspoon vanilla if milk alone is used.
Pour over cake and bake in a moderate oven or at 350° F. about forty minutes or until firm. Serve hot with
Whipped cream.

Melted ice cream can be utilized in bread puddings.

In estimating the first amounts that you may have to serve, it is better to make your estimate too low than to plan too much and so have a lot of food wasted.

The portions served should be standardized, as suggested in previous lessons. You must know how many portions can be served from one recipe, and always secure that number. If one recipe fills fifteen pans and each pan contains forty portions, then 200 portions should be served from that recipe.

A well-known writer talked one day with the manager of a restaurant where the employees of a great factory are fed. "The place was losing money when I took it," the manager said. "Now we just break even, which is all we want to do. And there is the machine that made the difference." He pointed to a machine that cuts the portions of butter for each butter plate. "The difference between just enough butter and just a little too much was the difference between making expenses and making a loss."

In one kitchen where six legs of lamb had been required, careful carving by another person made five legs serve the same number of people equally well.

Prices of Food and Profit

Lunch rooms, community kitchens, etc., are usually operated on a very small margin. The following figures were recently published in the Hotel Monthly:

"The business was a lunch-room system—several places operated in different parts of a large city and supplied from a central commissary with the bulk of the foods. The gross receipts aggregated $2,000,000 a year. The distribution of these receipts in the operation was, approximately: Food, 55 cents; labor, 16 cents; rent and taxes, 5 cents; expenses and supplies, 4 cents; light, heat, power, fuel, ice, 4 cents; laundry, 2 cents; furniture, 1½ cents; general overhead, including repairs, 4½ cents; depreciation, 2 cents. These items figure up 94 cents, leaving 6 cents on the dollar of receipts for profit.

"A business of this kind, where 'service' is a prime factor in its success, so that patrons will be encouraged to come to these places regularly, must be operated scientifically, and every point of expenditure watched closely; for the margin of the business is so small, and the gamble of the business is so great, that most careful and exacting management is demanded. When the average patron sees a busy lunch room, he is apt to think it a very profitable business. He does not see the expenses over and above the costs of food, which, in the above showing, are small as compared with the average lunch room in which the receipts are not so great.

"It is volume of business that enables the average lunch room and restaurant to give so much as it does for the money."

Summer Camp

City newspapers often carry advertisements for a manager of a summer camp.

The cooking for a summer camp is much the same as for a guest house. As most camps are for boys or girls, a knowledge of the best foods for children is essential. Plenty of milk to drink and in soups, creamed dishes and puddings, an abundance of fruits and vegetables, small amounts of meat, good bread and butter, simple desserts, but each one different, are most important. Have an abundance of cereal cooked in fireless cookers over night, varying these with the ready-to-eat cereals. They may be served for both breakfast and supper. If you have your own cows, be sure that the cream comes to the table instead of being kept in the kitchen. More cereal is eaten if cream is supplied, even if it be thin cream, and an abundance of milk should also be available.

It is well to be careful in the use of onion for flavoring. It is distasteful to many people and should be used sparingly, if at all. Casserole dishes will help make left-over dishes so popular that many will want the recipe to send home to mother.

Something for lunches should always be available. Simple cookies or crackers and milk to drink is sufficient. The younger children need it at 10 o'clock in the morning and in the middle of the afternoon. The others all want something when they come in from bathing. The lunch should be sufficiently attractive so the children will not buy and eat too much candy.

Make up your menus with a few dishes only at each meal and enough of them, but different dishes every day.

Sometimes an extra helper in the kitchen need not be hired if the girls are allowed so much an hour to prepare the vegetables. This money can be turned into a fund for the needy at home or abroad. Four or more girls may be

allowed part payment of their camp expenses to set the tables, wait on table, keep the main hall tidy and wash glass and silver. Remember that cleanliness in the kitchen and dining room and speedy service of meals are essential to success in catering for young people.

The housekeeper will be popular with the boys and girls and their counsellors if she shows a willingness to make special arrangements for birthdays, to plan Sunday night suppers so the young people can get them ready, and relieve the cook, ingenuity in serving fish so that it will be enjoyed and in using the berries that the children like to pick.

Packing Box Lunches

It is essential that she also know how to pack lunches for all day and over-night trips so that food will be appetizing and satisfying. Wrap every sandwich separately in wax paper, or better, slip it into a wax paper sandwich envelope. Do not use messy fillings in sandwiches. A meat sandwich, a peanut butter sandwich and a sweet sandwich make a good combination. Hard boiled eggs with salt and pepper or deviled eggs wrapped in wax paper and packed in an egg box are always popular. Turnovers instead of pies, cookies instead of soft cakes and firm fruit like oranges, apples, bananas and pears are good. A thin unpeeled slice of pineapple cut in quarters, wrapped in wax paper and accompanied by an envelope of sugar is very refreshing. A small cucumber pickle and olive should be added to each lunch.

Boxes of plain crackers, a jar of jam or marmalade, sardines and a package of cheese may be provided for an emergency, that is in case more people come than were provided for or in case the party is delayed by accident or weather in their return home. Coffee in a cheese cloth bag

and a large kettle or boiler that can be used over an open fire may be sent out with the party.

Lunches are most easily served if packed in boxes holding lunch for not more than four people. A discarded quart berry box may be used for each person in the party and packed in a berry crate. For breakfast after an over-night trip, bacon to be cooked over the coals may be provided. Corn meal seasoned with salt and pepper, a piece of salt pork and a frying pan should be taken if there is a possibility of there being fresh fish to fry. Potatoes and sweet corn to be cooked in the ashes and marshmallows to toast over the fire will make any meal interesting.

Where conveyances are going to the camping place a hot dish, usually of stew, may be sent in one compartment of a fireless cooker and a frozen dessert packed in ice and salt in the other compartment so that the campers will have a real meal on their arrival. It is sometimes convenient to send a salad nicely packed in glass jars or wooden containers. In such cases as these forks, spoons and paper plates should also be provided. Tin cups to hold coffee or other beverage may be strung on a rope or packed in a berry crate unless each camper has her own plate, cup and cutlery, or paper cups may be provided. Do not forget a paper napkin for each person. Several paper towels in the hamper will be appreciated.

For real "Camping Out" a knowledge of how to build a fire in the open and the best kinds of food to cook thereon, is essential. An open oven and few utensils mean a different type of cooking than is usually done in the home. Practice in this branch of cookery will soon make one an expert.

A pleasant summer in an attractive location with almost no expense and adequate salary make catering for a summer camp a worth while job.

Planning Menus

In all these types of catering the lists of dishes from which to build menus, arranged as suggested in Lesson IX will be of great assistance in securing variety. Surprises appeal to young people in school or camp or factory and make community and lunch room meals more interesting than when the same things are served over and over.

Lists of dishes to be made from left-overs are as useful as in a guest house. Casserole dishes are very helpful here.

Beef en Casserole

Put in casserole dish
5 cups cooked beef or other meat cut in inch pieces
2½ cups carrots cut in small dice
2½ green peppers cut in fine strips, seeds discarded
20 small onions peeled
2½ stalks celery cut in small pieces
2½ cups canned tomatoes
2½ teaspoons salt
⅝ teaspoon pepper and
2½ cups stock or 2½ cups water in which 2 bouillon cubes have been dissolved. Cover, put in oven and bake 1 hour or until carrots and onions are tender. Add
3¾ cups potato balls or cubes and cook twenty minutes. Add
5 tablespoons fat melted and browned with
5 tablespoons flour, stirring until well mixed. Add
2½ cups cooked string beans, cover and bake fifteen minutes. Serve from the casserole dish.
Other meats and vegetables may be substituted.

The following casserole combinations are delicious:

Lamb, carrot, onions, potatoes, string beans
Chicken, onion, bacon, potato
Chicken, mushrooms
Ham, potatoes and milk
Cooked meat, highly seasoned, covered with rice
Potatoes, turnips, peas, tomatoes, onions, rice and seasonings.

The following list of desserts shows how easy it may be to provide a different inexpensive dessert every day for several months especially if a frozen dessert is served instead of pudding once or twice a week, and pies are allowed in the dietary.

List of Desserts Suitable for a Lunch Room

Bread Puddings

Plain bread pudding
with (one at a time) pudding sauces on page 222.
with brown bread and molasses
with candied cherries
with molasses, cinnamon and raisins
with raisins, currants or dates
Bread and butter pudding
Bread and butter pudding with marmalade
Caramel bread pudding
Caramel bread pudding with nuts
Chocolate bread pudding
Chocolate bread pudding with nuts
Cocoanut orange pudding with meringue
Cracker custard pudding
Fruit Betty with apples
with berries
with peaches
with rhubarb
Hot cabinet pudding
Maple bread pudding
Mock Indian pudding
Queen of puddings

Cereal Puddings

Apple tapioca
Apricot tapioca
Baked rice molded with caramelized sugar
Baked Indian pudding
Baked tapioca
Coffee tapioca
Chocolate rice pudding with meringue
Date tapioca
Lemon tapioca mould
Marshmallow tapioca
Newton tapioca
Rice puddings
Poor man's
with chocolate sauce
with dates
with raisins
Rhubarb tapioca
Tapioca cream

Cottage Puddings

Castle pudding (individual cottage puddings)
Chocolate pudding, with whipped cream and chocolate sauce
Chocolate cottage pudding with marshmallow sauce
Cottage pudding, containing blueberries and with hot stewed blueberries and hard sauce containing cream served with it

Cottage pudding with strawberry sauce
Dutch apple cake, lemon sauce
Dutch peach cake, peach syrup sauce
Dutch prune cake, whipped cream
Fruit in bottom of dish, cottage pudding on top, serve with fruit juice
Gingerbread split with marshmallows and whipped cream
Gingerbread with hot chocolate sauce
Gingerbread with maple sauce
Gingerbread with apple sauce in bottom of pan
One-egg cake in layers with blackberry filling or with peaches and hard sauce
Peach cobbler
Orange fluffs with orange sauce

Shortcakes

Apple shortcake
Apricot shortcake
Blackberry shortcake
Cranberry shortcake
Fresh currant shortcake
Orange shortcake
Peach shortcake
Pineapple shortcake with marshmallow sauce
Prune and apricot shortcake
Raspberry shortcake
Strawberry shortcake

Steamed Puddings

Apple roly-poly, steamed or baked
Blueberry pudding
Chocolate pudding
Cranberry pudding
Emergency pudding with fruit sauce
Ginger pudding
Plum pudding
St. James pudding

Pudding Sauces

Brown sugar sauce
Cinnamon marshmallow sauce
Chocolate sauce, hot
Egg sauce
Floradora sauce
Hard sauce
Lemon sauce
Loganberry sauce
Marshmallow sauce
Raisin sauce
Sea Foam sauce
Vanilla sauce
Whipped cream sauce
Yellow sauce

Fritters

Apple fritters
Apricot fritters
Banana fritters
Cream fritters
Orange fritters
Peach fritters
Pear fritters
Pineapple fritters

Cold Cornstarch Desserts

Chocolate cream pudding
Plain cornstarch pudding with fruit
with cream
Rebecca pudding with custard
with chocolate sauce
with cream
with whipped cream
Norwegian prune pudding
Maple nut pudding

Custard Desserts

Baked custard, plain
caramel
coffee
Coffee floating island
Cold Cabinet pudding
Coffee soufflé
Floating island, plain
with sponge cake
with bananas
with oranges
with peaches
Macaroon cream
Rice lemon custard
Soft chocolate custard with marshmallows

Jellied Desserts

Spanish cream with nuts
with nuts and whipped cream
with fruit
Bavarian cream
Apricot
Caramel
Chocolate
Coffee walnut
Vanilla
Pineapple
Raspberry

Many other simple desserts as well as pies and frozen desserts may be added to this list. Serving them all, one or more at a time, before repeating any will give the variety so essential in group food service. You will like to add the following very good Dutch apple cake to your list:

Dutch Apple Cake (for 5)

Cream
2 tablespoons butter, add gradually
¼ cup sugar and
1 egg well beaten. Sift together
1¼ cups flour
2 teaspoons baking powder and
¼ teaspoon salt. Add alternately with
½ cup milk to first mixture, turn into greased cake pan, cover with
Apples, pared and cut in eighths, and bake thirty-five minutes at 350° F. Serve with
Lemon sauce or whipped cream

BOOKS OF REFERENCE

School Lunches, Farmer's Bulletin No. 712, issued by the Dept. of Agriculture at Washington, D. C.

Good Proportions in the Diet, Farmer's Bulletin No. 1313. (Free.) U. S. Dept. Agriculture.

Food for School Boys and Girls, by Mrs. Rose—Teachers' College Bulletin, 10 cents.

The School Lunch in Philadelphia, by Emma Smedley, $3.00.

Institution Recipes, by Emma Smedley, $3.00.

Food for the Worker, by Stern and Spitz, $1.00.

Camp Cookery, by Kephart.

Feeding the Family, by Mrs. Rose, $2.40.

Laboratory Manual of Dietetics, by Mrs. Rose, $1.50.

Boston Cooking School Cook Book, by Miss Farmer, $2.50.

Recipes and Menus for Fifty, by Miss Smith, $2.00.

Quantity Cookery, by Richards & Treat, $2.00.

School Cafeterias, published by Albert Pick & Co.

Feeding the School Child, published by Albert Pick & Co.

Recipes for Institutions, Chicago Dietetic Association, Inc., $1.20.

COOKING FOR PROFIT
XI

TEA ROOM IN AN OLD COLONIAL HOUSE
Designed and managed by one of Miss Bradley's pupils

COOKING FOR PROFIT

PART XI

TEA ROOM MANAGEMENT

SELECTING THE LOCATION AND NAME; DECORATIONS, FURNISHINGS, EQUIPMENT AND PLANS; ADVERTISING; SOME THINGS TO AVOID; TYPICAL MENUS FOR TOWN AND COUNTRY TEA ROOMS; TEA ROOM SPECIALTIES; SUGGESTIONS AND RECIPES FOR BEVERAGES, SANDWICHES, SALADS, HOT DISHES AND DESSERTS; COSTS, PRICING AND PROFITS.

INTEREST in opening tea rooms is widespread, from the Atlantic to the Pacific. Some people apparently think that little is required save an attractively furnished room and a teapot or two, but we advise anybody to consider carefully, before investing the amount of money that must be spent, if even the simplest tea room is to be opened.

When you have started such a business, in order to be profitable, it may need to be developed along any of the avenues suggested in previous lessons and every bit of knowledge, information and experience that you have gathered will be no more than you can use, no matter how simply you begin.

The serving of afternoon tea, only, does not often prove a profitable undertaking. In connection with a tea room it is wise to conduct a gift shop or a cake shop, to sell home-made candy or preserves, operate a soda fountain, put up box lunches for motorists, to serve lunches and suppers or cater there for dinner parties, card parties or children's parties.

Many a tea house has become a little motor inn, serving dainty yet satisfying meals, and with cool attractive bedrooms, and immaculate bathrooms for guests who spend the night, and dressing-rooms for others.

From replies to many questionnaires sent out to the managers of successful tea rooms we list the following:

Requisites for a Successful Tea Room

Good location.
Unusual or expressive name.
Distinctive decorations and furnishings.
Absolute cleanliness.
Competent hostess or manager.
Wisely chosen waitresses.
Effective advertising.
Food beyond criticism and correctly priced.
Care in business management.
Consideration of guests and their property.

Location

A tea room must have a good location, usually on or near a much traveled road and preferably on the first floor. In the city, when selecting the location for a tea room, you might do as the representatives of some chain stores do, stand on the various corners of the busy streets and count the number of people passing and note where the greatest number pass, of the type of people who might patronize a tea room.

In the country you should note the number of machines passing on the various roads, and whether there are good tea rooms in the vicinity. It is of no use to have a beautiful place if your tea room is on a road where few or no autos travel. You should also note whether there are attractive surroundings about the place you decide upon, whether it

has a pretty view at the back or at the front or in both places, shade trees, and a house that can be made especially attractive. A summer tea room may have an out-of-door dining porch or lawn umbrellas over painted tables.

Licenses

In most places it is necessary to secure the proper licenses before opening a public eating house.

Choosing a Name

A tea room should have an unusual or expressive name, one that fits the location or the house or can be illustrated on the sign board or carried out in the decorations and furnishings. For example:

The Red Squirrel Tea Room may have a painted squirrel on the sign and should be located where at least an occasional squirrel is to be seen.

The Maple Tea Room may be under a grove of Maple Trees and specialize in maple sugar products.

The Ragged Robin,

The Sunflower,

Ye Hollyhock Tea Room should each be surrounded by flowers of that name in the summer and show them in chintz, china or wall coverings in the winter.

Canary Cottage Tea Room should be a yellow cottage with canaries in tall bird cages.

The Green Arbor Tea Room shows tables under rose arbors, that invite you to tarry.

Peggy's Tea Room, where Peggy in a crisp muslin gown is seen in the garden by passing motorists, is irresistible.

The Rowley-Powley Tea Room is in the town of Rowley.

The Bi-a-Cake Tea Room and The Gingerbread Tea Room specialize in delicious and unusual cakes.

The Crooked Stairs Tea Room suggests a quaint old house.

Polly's Place serves old time country dishes, sausages, doughnuts and English crumpets.

The Sweetheart has maple sugar or praline hearts as the specialty.

Nobscot Mountain Orchards specializes in jams, jellies and other preserves.

The name of The Maramor, a most attractive tea room, is made from the proprietor's name, and has a charming cake, candy and favor shop in connection with it.

It may be well to avoid the name "tea room" as done by

Ye Waffle Shop
Ye Bradford Arms
The Kitchen Cupboard
The Lightship
The Seagull
Pollys
Vanity Fair
Sign of the Apple Tree
Tea and Crumpet Room
Sign of the Cross Roads
The Five Sisters
The White Turkey
The Tea Shed
Janet's Tea Garden

These are all suggestive of location or decoration. Indian decorations are used in some Western tea rooms and articles made by the Indians are for sale in the gift shop at "The Sign of the Totem Pole."

Decorations and Furnishings

The decorations and furnishings should be distinctive and dainty and such as appeal to women of taste. In many instances the name is shown in the decorations as parrots of different colors painted on the walls and furniture and shown in the cretonne and china for a Pretty Pol Tea Room. The Sunbeam is an old house with several rooms in which meals are served. Each room is different, has beautifully decorated walls and painted tables and chairs, with window draperies and china in colors that match or harmonize with the walls. Painted furniture seems just now more popular than any other kind. One hostess purchased painted mahogany so she would still have good furniture when the painted craze had died down.

Quaint holders for flowers, unusual prints on the walls, hand-made draperies and doilies, antique treasures of different kinds, local color in the shape of ocean or mountain or Indian curios all add interest and pleasure, distinction

and charm, as do brightly colored quaint china, polished Russian samovars, Sheffield silver muffin dishes, burnished copper utensils, century old pewter, trays that are different.

Even though the furnishings are of the simplest, if everything is in good taste and immaculate, fresh flowers daily on each table will give the touch that is far more appealing than an expensive, inartistic or untidy room that does not show the daily presence and care of a "real lady."

Rooms should be provided where guests may make their toilet before eating. This is especially necessary for motorists.

Absolute Cleanliness

Absolute cleanliness should prevail in every part of the establishment. There should be no hesitancy in allowing guests to inspect the kitchen, refrigerator, or back yard if they wish. Waitresses may do the daily cleaning of the dining room but a strong person should clean the walls and scrub the floor every week or oftener. The table linen must be immaculate whether table cloths, runners, or doilies are used. Glass topped or polished tables may be adopted if desired. Linen or crepe or paper napkins may be provided as suits the fancy of the hostess and the desires of patrons.

Competent Hostess or Manager

The hostess should have a pleasing personality, be fond of people, have executive ability and a knowledge of cooking. She should endeavor to create a home-like atmosphere in a tea room, that makes it seem different from the ordinary restaurant but, if it is to be a profitable undertaking, *it must be run according to business principles.* Among the many duties of the hostess or manager will be to

Know, not merely guess, the financial standing of the tea room every day.

See that the dining room is well aired and kept at the proper temperature.

Arrange the flowers.

Be accessible to patrons at all times.

Look over supplies in ice box each morning and see that everything is on hand that may be required.

Plan menus for the next day and place orders.

Check up supplies as they come in.

Know that every dish that is served is properly prepared, correctly seasoned and daintily served.

Audit accounts daily and be sure that all food served has been paid for.

Supervise the cleanliness, duties and general deportment of all employees.

Wisely Chosen Waitresses

The waitresses should be quiet, refined, courteous, well groomed, and with good dispositions. Their costumes should be immaculate and, if feasible, in keeping with the color scheme and name. Places with old fashioned names and old fashioned furnishings should have waitresses in old fashioned costumes. Waitresses should learn to take orders accurately, fill them as quickly as possible, with care to avoid accidents of any kind. Waitresses must be trained to remember that the customer is always right. This principle must be followed. They should have no arguments with patrons about anything. Each one should have a definite number of tables and definite duties in regard to the cleaning and care of the room. One waitress can take care of twelve guests at three tables.

No tipping adds prestige and popularity to a place. Waitresses may be paid enough wages to make up for the

tips they might receive. If this policy is adopted, statement to that effect should be put on the menu.

All other employees should also be selected carefully. They should be trained in your methods. Adjust yourself to them and their dispositions. Give them the work for which they are best fitted. Secure their co-operation. Make them feel that their work, no matter what it is, is an important contribution to the success of the tea room. Raise wages when business warrants it or have some profit-sharing plan.

Effective Advertising

Some advertising must be done. You may—

Send out notices of your opening.

Take small space in an automobile guide book.

Take small space in newspapers or magazines.

Have cards and photographs in nearby hotels.

Have attractive signs, at intervals, for several miles, on the roads leading to your tea room.

Have post cards of your tea room for guests to send to their friends or send them yourself to a selected list of probable patrons.

Have a special room or porch where chauffeurs may rest, wash, read, smoke or be served with luncheon. (They will advertise such a place to other chauffeurs.)

Pay special attention to the children's needs. Sometimes you may give them cookies or fruit to take with them for a lunch.

Above all have everything so satisfactory that your guests will advertise you far and wide.

The following are examples of good "copy" for simple announcements:

THE COFFEE SHOPPE

will, on or about

September 1,

open a second shoppe at

13 Elm Road, Haverhill, Rhode Island

Excellent food will be served amid unique surroundings at moderate prices and every effort will be made to make you feel at home.

In planning our menus consideration will be given the hungry man as well as the fastidious woman.

We will be open from 8:00 A. M. to 8:00 P. M., and will serve Breakfast, Luncheon, Afternoon Tea and Dinner.

It is a pleasure to announce the opening on June 10th of

THE CHICKEN COOP

with six tables, at

1311 Euclid Street, Pittsburgh

All arrangements will be under the general direction of Mrs. H. W. Brown, whose "Treetops Tea House" at Oceanside is pleasantly remembered by visitors to the Jersey shore.

Afternoon Tea from three to five
Chicken or Steak dinner from
half-past five to half-past seven

Special dishes, pastries and ices desired for occasions at home can be prepared to order on twenty-four hours' notice.

Reservations by Telephone Centre 4304

The least expensive way to send out announcements of any kind is to write or have written brief informal typewritten notes to friends and acquaintances. The "personal stationery," extensively advertised, $1.00 for 100 sheets and 100 envelopes is the lowest price form of printed stationery. A

better grade of paper can be obtained for $2.00 for 100 double sheets and 100 envelopes. Three or four lines of not more than thirty letters are printed at the top of the sheets and on the back flap of the envelopes. Your notes might read something like the following:

SIP AND NIBBLE TEA ROOM
126 ADAMS STREET
LEXINGTON, KENTUCKY

June 7, 1926.

Dear Mrs. Brown:

You will be interested in my new tea room which will be open for guests on June 15th. Luncheon, afternoon tea, and dinner will be served. I hope you will come in soon, for I think you will want to come again.

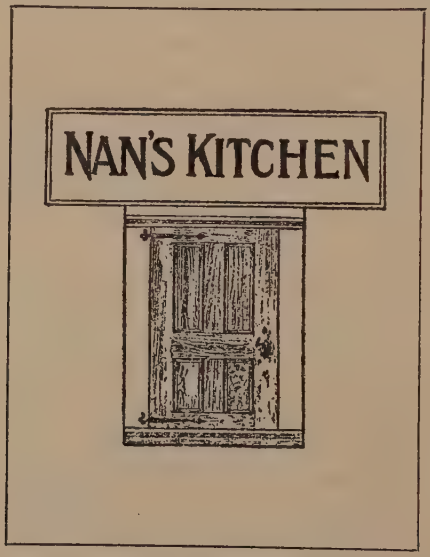
When you wish a table reserved, or a special luncheon or dinner, please telephone me, No. 586.

Sincerely yours,
Estelle Carter Wilson
(Mrs. L. C.)

Mrs. Lucius C. Brown
25 Ludlow Street
Lexington, Ky.

In having cards and folders printed, the greatest expense comes in the type setting and in printing the first 100 or so; 500 or 1,000 can be obtained for comparatively little more than a few, unless very expensive paper stock is used. Two color printing costs about double one color. Artistic effects can be obtained by printing with colored ink on colored paper stock.

Illustrations, made from a pen and ink drawing in the style of the example shown in these pages, add greatly to the attractiveness of your card or folder. A commercial artist in any large city will make the drawing for $5.00 to $10.00 or so

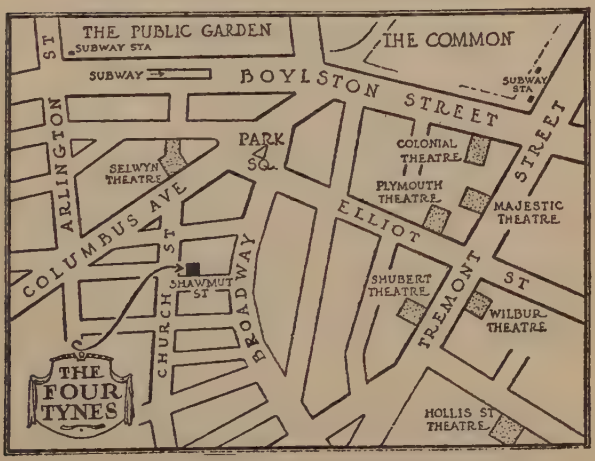


THE FIRST PAGE OF AN ATTRACTIVE SMALL FOLDER
Copy inside reads: "The latch string is always out." The "latch string" is a small bit of red cord.

and have made a zinc engraving for printing, of the desired size, for $2.00 to $2.50. The artist should have photographs, snapshots will do, or a good sketch to work from. Half-tone engravings are made direct from good photographs and cost from $4.00 to $5.00 or more. They require high finish or "coated" paper stock to print well.

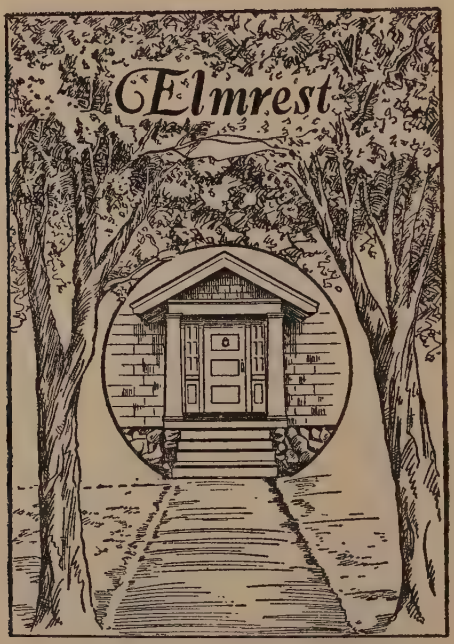
If your place is at all difficult to locate, it is an excellent plan to show the location on a map, which may be printed on the last page of a four page folder. The commercial artist,

A
MESSAGE FOR YOU
FROM
POLLYANN'S
TEA GARDEN



HERE WE ARE ON THE MAP

with a road map as a guide, will furnish drawing and engraving for a reasonable charge. The addresses of commercial artists can be found in the classified telephone directory of any city, or advertising agencies will furnish such addresses.



THIS DRAWING AND ENGRAVING COST ABOUT $9.00

It is used on a folder and on menu cards. The doorway is a good reproduction, but the trees have been added by the artist as part of the design.

Your advertising should *sound* attractive as well as appear attractive. The "copy" given was written for members of our school.

"The Birches"

STOP at our delightful wayside tea room and gift shop "The Birches." On the shores of beautiful Casco Bay, surrounded by five acres of birch and pine woods, the location is ideal.

Home Cooked Meals

DELICIOUS home cooked breakfasts, luncheons and dinners served, that will make you want to come again. Our waffle breakfasts, fresh crab meat luncheons or suppers, and fried chicken dinners are specialties. Fresh coffee is made for each party and served with real country cream. It's worth coming miles for.

Box Lunches That Are Different

PICK up some of our individual daintily packed box lunches on your way by. You will find them good whenever or wherever your appetite calls for food. Or, stay a while and picnic in our woods.

SECOND PAGE OF A FOUR-PAGE FOLDER

A Restful Week-End Outing

CAMP in our woods or on our shore by the ocean. We will furnish you with a good tent, comfortable cots and bedding—everything complete for over night. Bathing, boating, fishing, interesting hikes and camp fires on the beach at night. The children will love it! Take your meals at our tea room or picnic in our grove.

Our Gift Shop

SOUVENIRS and gifts that you will not find elsewhere are carried in our Gift Shop. You will be interested in looking them over.

8 Miles from Portland on Highway No. 1

LOOK for our signs on Route No. 1 and when you see the sign in front of our cottage—*STOP*, if for only a drink of water. We have ice cream cones for the kiddies and gas and oil for the auto.

MRS. EDYTHE O'BRION, *Hostess*
CUMBERLAND FORESIDE, ME.

Telephone, Forest 3453-41

THIRD PAGE OF A FOLDER: First page, illustration; Fourth page, map

Canary Cottage Inn

Enjoy Southern Hospitality

Large, Airy Rooms with Fireplaces, Comfortable Beds, Screened Sleeping Porches, Modern Conveniences

Delicious Home Cooking

Fresh Fruit and Vegetables, Jersey Cream, Honey, Chickens, Eggs—everything, from our own Farm. Orders filled for Fine Cakes and Pastry; Lunches for Fishing and Hunting Parties.

Stop for a Meal—a Week—a Month

Wonderful drives over hill and dale, through virgin oak, magnolia, birch and pine forests; famous healing mineral springs; good hunting and trout fishing.

MRS. L. I. ORTEGO, *Hostess*

VILLE PLATTE, EVANGELINE PARISH, LOUISIANA **(Phone-22)**

COPY AND ILLUSTRATION FOR POSTER AND CARD. Road signs, yellow canaries, reading "1 Mile to Canary Cottage Inn," etc.

Food Beyond Criticism and Correctly Priced

As has been suggested in previous lessons perfection of cooking and a knowledge of right purchasing, apportioning,

The Green Lantern
TEA ROOM and GRILL
221 Townsend St
LANSING, MICH
Citz 2879
Where you will like to eat and like what you eat.
CHECK BOOK BLOTTER

A SMALL CHECK BOOK BLOTTER MAKES A GOOD AD.

and pricing food is the foundation of success in all forms of *Cooking for Profit,* and tea room management is no exception.

Care in Business Management

Carelessness in collecting pay for every order served may easily spell failure. It is a pretty custom to have bonbons

or mints in paper cases served for each person, on the tray with the check or the change. A tea room, effectively advertised, should very soon after being opened pay its running expenses.

If a tea room is not extravagantly fitted up, the profits should pay off the cost of equipment in one season.

Main Requisite

The main requisite is good food well and quickly served, and in portions not too small. Tea room prices should be high enough to warrant the use of the best and freshest materials and the choicest recipes. The best for the purpose is the most economical in the end. Do not skimp on butter or eggs or cream. Get the home flavor into your dishes. They need not be too rich but *they cannot be too good.* The above characteristics in a tea room will cause guests to return again and again.

Some Things to Avoid in Your Tea Room

Poor entrance
Obscure hall
Narrow stairs
No advertising
Cheap pictures on wall
Noise in kitchen
Poor music
Untidiness and dirt
Unmatched or nicked china
Unclean dishes
Slow service
Too small orders
Too high prices
Wrong temperature for the room
Inadequate ventilation
Mussy, unattractive dishes
Poorly seasoned sandwiches and salad dressing
Salads and foods that should be cold, served warm
Soft butter balls or cubes
Stale cake
Carelessness in collecting money for food sold

Equipment

The cost of equipping a tea room varies from $1,500 to many thousands of dollars. For from $1,000 to $2,000 a tea room may be very attractively fitted up and adequately equipped. Enough money should be retained in the bank to run the business for at least two months. Unless it is possible to start in a small way under very favorable condi-

tions, the wise person will seek experience in a successful tea room before investing her own or other people's money in a venture that is by no means simple. In any case, tea rooms should be visited, prices of furnishings and equipment should be studied, carpenters, plumbers and decorators should be consulted and lists and prices should be made out over and over until you are satisfied that they are correct. Give space only to efficient equipment and use that to its maximum capacity. A tea room seating forty-eight people will require

Range
Kitchen Tables
Refrigerator
Stools
Mixer
Waffle Iron
Toaster
Cooking utensils. (List the cooking utensils you think you will need and secure from several dealers prices on all the articles you will require.)
12 tables
48 chairs
Typewriter
Cash register
Cashier's desk and chair
2 or more side tables
6 tray stands
12 trays, 15" by 24"
Water cooler
Manager's desk
2 or more boxes for silver
4 doz. 7-inch plates
4 doz. 6-inch plates
4 doz. 5-inch plates
4 doz. 4-inch plates
4 doz. cups and saucers
4 doz. sauce dishes
4 doz. oatmeals (soups)
3 doz. bouillon cups
1 doz. tea pots
6 chocolate pots
5 doz. water glasses
4 doz. iced tea glasses
3 doz. sherbet glasses
1 doz. vases or other flower holders
1 doz. cream pitchers
1 doz. sugar bowls
1 doz. each salts and peppers
1 doz. candlesticks
16 doz. napkins
3 doz. tablecloths or runner sets. (These may be of linen or crash or paper doilies and napkins may be used.)
½ doz. vinegar cruets
½ doz. oil cruets
½ doz. mustard jars
4 doz. knives
8 doz. forks
8 doz. teaspoons
4 doz. soup spoons
4 doz. butter spreaders

The foregoing list does not make allowance for breakage or theft and it would be desirable to purchase more of some things in the beginning.

If you are so situated that you can start a small tea room

in your own home, with two or three tables, the expense for new equipment may be very little—perhaps $100 will cover it, and your overhead will not amount to much. This will give you experience and a reputation. Your patronage will doubtless increase, so that you will have to provide more space. A number of our members have had just this experience. One reports that she built on a large dining porch to accommodate eight tables and enlarged her kitchen. This, with the additional equipment necessary, cost $2,800, which, according to her last report, will be more than paid off from profits during the first season of the enlarged tea room.

Overhead Expenses

Before investing a cent of money you should figure what your overhead expenses are probably going to be and what your income is likely to be.

The following data taken from the actual operating expenses of a tea room may help you to figure your own overhead expenses:

Overhead and Payroll for One Week

Rent	$ 35.00
Gas	14.75
Water	1.50
Electricity	7.00
Ice	2.50
Garbage	1.00
Window washer	.90
Food for help	25.00
Cook	25.00
Man	12.00
One eight-hour girl	14.00
One eight-hour girl	16.00
Part time waitress	5.00
Part time waitress	5.00
Part time serving woman	7.00
Telephone	2.00
Laundry	8.00
Interest on cost of equipment	4.00
Depreciation	2.25
	$187.90

This tea room contains 46 chairs, 7 tables for two, 6 for four, 1 for eight. The cost of food varies from 43% to 50%. During the slack season in the summer, the minimum overhead is kept down to $18.00 to $20.00 a day. To carry this overhead at least $40.00 a day must be taken in. The cost of equipment was $3,300. Service for the noon meal is cafeteria style, waitresses for the evening meal. During the good months, with receipts of $500 a week, profits are good and notes given for equipment are being paid off.

The following costs were received from one of our members, owner of a large, well-established tea room in a mid-western city; figures for the month of May:

Sales		$6509.70
Cost of food	$2233.09	
Cost of candy	440.47	
Cost of supplies	384.69	
Pay roll	1409.75	
Overhead	804.33	
		5272.33
Profit		$1237.37

The costs for this month were lower than the average. She writes: "We try to keep our total food costs at 40% (less in the summer) and our pay roll at 30%; our overhead averages about 15%. The cost of the original equipment was $5,315. This included about $1,000 worth of dishes, which were charged off soon as 'supplies.' We make a weekly analysis of percentage cost and if any item is too high we can detect it before it is too late. Last week our food costs were unusually low, 36.6%, divided as follows: Meat, 11.6%; Fruit and Vegetables, 4.24%; Milk and Cream, 4.13%; Butter and Eggs, 2.59%; Staples, 14%."

This tea room has a very good trade in its own candy, sells cakes, pastries and fancy breads and does some catering, which side lines help the excellent profit.

Decide tentatively on your specialties and, if you do not already know from your experience, learn how to apportion the foods you plan to serve before you open your tea room, know the cost and selling price of a definite amount of each thing, and the number of portions you must sell in a day in order to pay for the food material and the overhead expenses as estimated. A common method of determining the selling price of cooked food is to double the cost of the raw material. Can you get this price? At this rate can you probably sell enough to pay expenses? You may need to serve smaller portions of some dishes. On some dishes you should charge more than double the cost because of the time necessary for their preparation. Some may have to be sold at cost or less than cost. If you feel confident of a reasonable profit on your investment of money and time, then *go ahead*.

Make Plans of Kitchen and Dining Room

Before you equip your establishment make a kitchen plan and a dining room plan on paper and locate the places for mixing cake, making frostings, salads and dressings, slicing and spreading bread for sandwiches, making waffles, and whatever else you plan to serve. Locate drain boards for receiving, sorting and draining dishes. Locate shelves near the sink for clean dishes, near the work tables for supplies and equipment. Locate coffee and hot water urns, a steam table for hot dishes and a chipped ice tray for salads.

Draw in the lines of travel from refrigerator to work table, to range, to dining room, to sink, etc., etc. Shorten these lines in every possible way, on paper, before building your shelves or setting up refrigerator, sink, and stove, that all the work of your tea room may be accomplished in the most efficient manner with a place for everything that will be needed and room for all the help you propose to have.

Plan where the tea tables and service tables shall be placed, as well as shelves and drawers, window boxes, cashier's desk, etc. These should all be on your list of necessary equipment suggested above and should now be located on your paper plan. In the dining room you may care to plan for electric wall outlets so you can plug in table lamps, waffle irons, toasters, chafing dishes or percolators at each table. These add distinction to your service and are greatly appreciated as patrons are assured of having their food hot. If you had not thought before of the cost of this or that, add it to your list, learn the price of it and add to the probable cost of equipment.

What to Serve

In a small tea room it is desirable to specialize in a very few things and have them so attractive and distinctive and delicious that there will be a constantly increasing demand for them. The dishes most frequently ordered in tea rooms are tea or other beverages, sandwiches, salads, cakes and ice creams.

There is danger of losing money when very many dishes are attempted at one time, because of wasted food or poor service, unless you have a great deal of help and a very large patronage, which you can hardly expect at first.

Learn how many sandwiches you should get from a loaf of bread and from a definite amount of butter and of different fillings, file the data and strive to maintain this standard. Know how many servings you should get from one quart of ice cream and ice cream sauces, and one pound nut meats and use the same measures every day.

For example, the following give the cost of materials of a sandwich and nut sundae:

An ordinary sandwich loaf will make 24 sandwiches, or will cut into 48 thin slices of bread; or, if you desire a

little thicker slice of bread and sandwiches with more substance, cut each loaf into 36 slices or 18 sandwiches. Each sandwich will be the full size of a slice of bread. Allow 2 sandwiches to a person. Or, if the sandwiches are cut in two or in triangles, allow 4 to a person.

Know the cost of all materials used in order to make the price correctly.

COST OF SANDWICH

1 loaf bread costs	$0.24
⅓ lb. butter	.17
1 pt. mayonnaise	.33
18 ozs. or 1½ cups cream cheese	.48
½ cup (2) green peppers	.10
1 head lettuce for garnish	.06
18 large sandwiches will cost	$1.38
1 sandwich will cost	.077
Selling price	.20

COST OF BUTTERSCOTCH NUT SUNDAE

1 quart ice cream or 8 servings cost and	$0.45
¼ pound (1 cup) walnuts used on 8 servings and	.16
⅔ nut butterscotch sauce (page 122) 8 servings, costs..	.16
8 sundaes will cost	$0.77
1 sundae will cost	.0963

Selling price, 1 sundae, 25c-30c

Serve a definite number of salads from one fowl, one can of pineapple, one quart mayonnaise dressing, etc., etc. (See previous pages for other data.) From a standard cake mixture cut always the same number of pieces and make a definite number of little cakes or cookies. Servings may be larger for men than for women.

As soon as possible after you are started learn approximately how much food will be used in a day that there may be no waste of perishable material. Keep a sufficient supply of non-perishable supplies on hand in a locked store room of which you hold the key, so that you may not lose

time sending out unnecessarily and may know when things are getting low. Be careful not to have in the refrigerator too much and yet have sufficient of perishable things such as lettuce, lemons, chicken and cream. Accurate record should be kept of the number of orders served each day, of the different dishes listed on the menu, so that you will learn as soon as possible the probable number to provide

Typical Town and Country Menus

Tea 25c
Iced Drinks 25c
Sandwiches 25c
Buttered toast 15c
Cinnamon toast 20c
Hot breads 20c

Chocolate Fudge Cake 15c
Cake 15c, 10c
Ice cream 30c
Marmalade 20c
Jam 20c

Rarebit on toast
Eclair
Tea, coffee or chocolate
———75 Cents———

Club Sandwich or Fruit Salad
French Pastry or Plain Ice Cream
Tea, Coffee or Chocolate
———95 Cents———

Baked Lobster Cardinal or Patties of Sweetbread with Mushrooms
French Pastry or Ice Cream
Coffee, Tea or Chocolate
———$1.35———

Tenderloin Steak Jardiniere or
Breast of Chicken with Mushroom au Paprika
French Pastry or Frozen Pudding
Coffee, Tea or Chocolate
———$1.50———

THE FOODS YOU SERVE

Beverages

Tea should be made as ordered in individual earthen pots. Tiny muslin bags holding just enough tea for one pot may be purchased by the thousand in six different varieties, orange pekoe being the favorite. Use freshly boiling water for each pot of tea. Many suggestions for accompaniments are given on page 144. Cups, saucers, tea spoons, sugar

bowl, pitcher of cream and any desired garnish should accompany the tea. Make a point of never forgetting anything in serving an order. With each order for tea with toast or sandwiches a piece of candied grapefruit or orange peel or ginger may be served.

Coffee must be freshly made as often as necessary. Electric percolators may be used and taken to the table. The Silex coffee machine, made by the Silex Company, 926 Eastern Avenue, Malden, Mass., gives excellent results. Guests may then have their coffee of the strength most pleasing to them. Serve real cream and enough of it, and loaf sugar. In Lesson VI are suggestions for making and serving coffee.

Chocolate syrup for hot or iced chocolate may be kept on hand.

Chocolate Syrup

Melt
½ lb. unsweetened chocolate over boiling water, add
2¾ cups sugar and
¼ teaspoon salt and stir until well mixed; then pour on gradually
3 cups boiling water, stir until smooth and boil five minutes. Cool, turn into a jar and keep in ice box or cold place.

Hot Chocolate

Add 2 to 3 tablespoons chocolate syrup to one cup scalded milk. Serve with whipped cream.

Chocolate Milk Shake

Put two tablespoons chocolate syrup in tall glass and fill glass with ice cold milk. Shake thoroughly and serve very cold with whipped cream or ice cream.

A quickly prepared iced fruit drink is popular, for instance:

Mint Cup

Reserve tips and remove leaves from
4 bunches of mint and bruise with the fingers. Cook
2 cups sugar and
2 cups water five minutes, add mint leaves,
Juice 12 lemons, and
Green color paste to make a delicate shade, and let stand over night. When ready to serve strain, fill glass of cracked ice half full of syrup, and add

Ginger ale to fill the glass. Garnish with reserved tips from sprigs of mint. Other fruit juices may be used in place of some of the lemon juice.

TOAST AND SANDWICHES

Bread is used in tea rooms for toast of different kinds, sandwiches with a great variety of fillings and in several shapes; for ribbon sandwiches, toasted sandwiches, club sandwiches, hot meat sandwiches and French toast sandwiches.

White bread may be purchased in long loaves that will cut into fifty-six slices. These are more practical than the homemade loaf. Graham bread, nut bread, Boston brown bread, and other fancy breads suggested in Lesson II may be used. A bread cutting machine will insure uniformity, and may be regulated so that bread may be cut thin enough for sandwiches or thick enough for toast.

Toast

Toast must be fresh and hot to be popular. It may be made in the kitchen or on an electric toaster, on a side table in the dining room, where guests may watch the process and know that they get it as soon as it is ready. Toast may be served plain with butter ball, or be buttered before it is served. Some fancy breads are delicious toasted. Individual jars of marmalade or jam, or small portions served on small dishes or butter plates, usually accompany plain toast.

Cinnamon Toast

Work until creamy
3 cups butter, add slowly
2 cups light brown sugar and
⅓ cup ground cinnamon. Keep in a cool place. Cut
Stale bread in one-fourth inch slices, remove crusts and toast on one side. Spread untoasted side generously with a portion of the cinnamon mixture, and place under gas flame until mixture is melted.

Making Sandwiches

Butter for sandwiches should always be creamed, that it may be quickly and easily spread. A small palette knife or spatula is desirable for spreading the filling. It is advisable to butter both slices of bread, regardless of what filling is used. Fillings should be prepared before the hours at which the tea room is open, or the ingredients for fillings may be made ready and kept in separate dishes ready to be put together at a moment's notice.

Crusts may or may not be removed. Sandwiches may be cut in squares, strips, oblongs, or triangles. Round or fancy cutters may be used but with considerable loss of material. Before the hour for opening the tea room, the sliced bread may be spread with butter, piled up and covered with a dry towel or cheesecloth and with a wet towel. Sandwich fillings can be put between the slices as orders are received.

Garnishes for a Plate of Sandwiches

Many sandwiches are more attractive if served with a garnish such as

Lettuce leaf holding mayonnaise dressing
Spray of cress
Fresh flower
Cube of firm jelly
Ball of cream cheese
Green or ripe olives
Tiny cucumber pickle with croquette stab in one end
Ring of sweet pickled cucumber
Radish rose
Stalk of celery curled on one end
Celery stuffed with cheese.

Bread buttered for sandwiches and not used may be utilized next day for toasted sandwiches. In addition to the sandwich filling suggestions on page 148 we list the following combinations. They should be seasoned as needed with salt and cayenne and paprika, materials may be chopped or cut in pieces, and whatever will secure the best results should

be done. You may make up your own names for these sandwiches.

Sandwich Fillings

(See Also Page 148)

Cream cheese, salad dressing, orange marmalade or jam
Cream cheese, mayonnaise dressing, chopped green pepper
Cream cheese, maraschino cherries, marshmallow cream
Cream cheese, chopped nuts, prepared mustard or French dressing
Cream cheese, grated pineapple
Cream cheese, peanut butter
Factory cheese, chopped nuts, salad dressing
Factory cheese, catsup or chili sauce.
Factory cheese, cooked as welsh rarebit or chilaly
Lettuce and mayonnaise
Lettuce and Russian dressing
Lettuce and Chiffonade dressing
Chicken, celery, and salad dressing
Chicken, whipped cream and lemon juice
Chicken, ham, salad dressing
Ham, hard cooked egg, salad dressing
Cooked bacon, hard cooked egg, salad dressing
Sardine, hard cooked egg, salad dressing
Shrimps, hard cooked egg, salad dressing
Crab meat, grapefruit, celery, salad dressing
Green pepper or pimiento chopped and salad dressing
Pimiento, sliced, and salad dressing
Tomato, sliced, and salad dressing
Cucumber, sliced, and salad dressing (Bread cut size of cucumber)
Marmalade and chopped nuts
Cooked prunes, chopped nuts and lemon juice
Raisins, nuts and mayonnaise dressing

Banana Sandwich

Spread
2 slices bread with
Creamed butter. On one slice spread
Raspberry jam, cover with
Slices of banana, sprinkle with
Lemon juice and cover with second slice of bread. Serve cut in squares.

Fruit Salad Sandwich

To
1 tablespoon mayonnaise dressing add
1 tablespoon heavy cream beaten stiff. Spread on
2 slices bread. Cover one slice with thinly sliced
Strawberries or pineapple, and with the other piece of bread. Garnish with
Watercress.

Orange Honey Sandwich

Spread
2 slices bread with
Creamed butter and
Orange honey. Put together and cut in fancy shapes.

Orange Honey

Mix
1 cup sugar
¼ cup water
¼ cup orange juice. Boil until syrup will spin a thread when dropped from tip of spoon. Add
½ cup finely chopped orange peel from which all white portion has been removed and
½ teaspoon vanilla. Again bring to boiling point and cool.

Rolled Sandwiches

Use very fresh bread. Cut in very thin slices, remove crusts, spread with filling, roll up and serve two or three on a lettuce leaf. These are very dainty and not commonly served. Many of the fillings suggested above, especially those with cream cheese, may be used for rolled sandwiches. They may be toasted. Chopped hard cooked egg or walnuts, mayonnaise dressing and watercress leaves projecting from each end are attractive or celery, nuts and mayonnaise and a celery leaf in each end.

Ribbon Sandwiches

These sandwiches are described on page 148. Any desired fillings may be used. Serve one large slice cut diagonally or in three strips on a leaf of lettuce.

Nut Bread Sandwich

Use
2 slices nut bread (page 41) and
1 slice white bread with filling of
Chopped ham and
Raspberry jam. Cut in strips for serving.

Hub Sandwiches

Steam
Boston brown bread, and bake
White bread in half pound baking powder cans. Cut lengthwise in quarters, put 4 pieces together, making two loaves, alternating brown and white, with a filling of
Cream cheese,
Creamed butter and
Chopped pimolas. Chill, cut in slices and place a slice of pimola in center of each slice.

Kindergarten Sandwiches

Use
2 slices each light bread and dark bread; cut in fancy shapes, spread
1 slice of each with
Creamed butter. Cut a figure with a fancy cutter from the other 2 slices and place the dark figure in the opening in the white bread and the white figure in the opening in the dark bread. Put the two slices together and serve on
Lettuce.

Salad Eclair

Make
Cream cake mixture (page 73) and shape on tin sheet five inches long and 1 inch wide. Bake, split, line with
Lettuce leaf, fill with
Chicken salad or
Lobster or other salad, and serve.

Salad Roll

Split
Long rolls, remove soft centers, fill with
Chicken or other salad and serve on a
Lettuce leaf.

Sweet French Sandwiches

Roll
Puff paste (page 66) ⅛ inch in thickness and cut in strips 3 inches long and 1 inch wide. Bake, split and spread one-half with
Whipped cream sweetened and flavored, and other half with any good jelly. Put together in pairs. Other fillings may be used.

Toasted Muffins

Split
English muffins, toast, and spread lightly with
Butter. Serve with
Orange marmalade.

The English muffins that are purchased from a concern that makes a specialty of their manufacture are more satisfactory than any that can be made in a small tea room because of the type of oven used However, the following recipe may be satisfactory:

Raised Muffins

To
1 cup scalded milk add
1 cup boiling water
2 tablespoons butter,
¼ cup sugar and
1 teaspoon salt; when lukewarm, add
¼ yeast cake, and when dissolved,
1 egg well beaten, and

4 cups flour; beat thoroughly, cover, and let rise overnight. In morning, fill buttered muffin rings two-thirds full; let rise until rings are full, and bake 30 minutes in hot oven.

Katy's Toasted Raisin Bread

Scald
3 cups milk, when lukewarm add
1¼ tablespoons salt and
1 yeast cake dissolved in
⅛ cup lukewarm water. Add
5 cups flour, beat thoroughly and let rise until it begins to sink in the center. Add
2 cups brown sugar,
¾ cup butter or margarine,
2 eggs well beaten,
3 cups flour sifted with
1½ teaspoons mace, and
1½ tablespoons cinnamon; mix well and add
1 package raisins, and
1 cup currants, and
1 cup nut meats if desired. Add sufficient
Flour to make a soft dough. Let rise until light, shape in three loaves, let rise again, and bake in moderate oven fifty minutes. After twenty-four hours remove crusts, cut in thin slices and in finger shaped pieces. Brush with melted butter and toast in the oven until crisp and delicately brown.

Toasted Sandwiches

Hot sandwiches are popular in most tea rooms. Many of the sandwiches listed above may be made and toasted first on one side and then on the other, cut in two or three diagonally and served immediately. The best method of toasting is under the gas flame or on a flat electric toaster. Baking in a hot oven or sautéing in the frying pan may be substituted for toasting. The bread may be toasted on one side and the filling then be put between untoasted sides.

Hot Cheese Sandwich

Cut
Stale bread in ¼-inch slices, remove crusts; cut
Mild cheese in slices same size as slices of bread, and sprinkle with
Salt and cayenne. Put slice of cheese between each two slices of bread and toast until cheese melts, or bake in a hot oven until cheese melts and the bread is browned; or sauté in butter first on one side and then on the other until delicately browned.

Open Hot Cheese Sandwich

Split
English muffins, toast them, cover each piece with
Grated cheese seasoned with
Salt and cayenne and put in oven until cheese begins to melt. Serve three pieces on a plate garnished with
Leaf of lettuce and an
Olive.

Hot Roast Duck Sandwich

For each sandwich toast
2 slices bread lightly on one side. Put one slice toasted side down on a warm plate; cover with slices of
Roast duck, sprinkle with
Salt and pepper, cover with second slice of bread, toasted side up, and pour hot
Duck gravy over the sandwich. Serve as hot as possible.

Toasted Cheese and Date Sandwich

Toast
Bread on one side only, spread untoasted side with
Butter and spread one slice with
Cream cheese moistened with
Milk and seasoned with
Salt and paprika. Cover with
3 dates, washed, stoned and cut in thin slices crosswise, sprinkle with
Finely chopped nuts, cover with another slice of toast, cut in two diagonally, and serve.

Florentine Sandwich Seminole

Arrange
Boned sardines on a slice of
Buttered toast, cover with
Thin slices of tomato and sprinkle with
Salt and pepper. Cover with another
Slice of toast and sprinkle generously with
Soft grated cheese seasoned with
Salt and
Cayenne and put in oven long enough to melt the cheese. Serve at once on
2 lettuce leaves with
Mayonnnaise dressing on a small lettuce leaf on the side.

Porto Rico Sandwich

Spread
2 slices of toast with
Tried out bacon fat in place of butter. On one slice place
Very thin slices of American cheese, cover this with

Thin round slices of cucumber pickles and pickle with
Crisp bacon. Cover with other slice of toast; cut once diagonally and serve on
Lettuce.

Egomato Toast

On an individual plate put a
Leaf of lettuce; on the lettuce a
Slice of toast which has been spread with a little
Hot bacon fat; over the toast put a large
Spoonful of hot, well seasoned stewed tomato. Cut a
Hard boiled egg in two, remove center, and mix with
Salad dressing. Return to egg cup, place one-half egg in the center of the toast, garnish with remaining egg mixture forced through pastry bag and tube; place a
Small, short stalk of asparagus in the center of the egg, and garnish toast with
2 small strips of hot cooked bacon.

Cheese and Bacon Toast

Beat
1 egg, add as much
Grated cheese as the egg will take up and season with
Paprika and
Worcestershire sauce. Spread on
2 slices bread. On top of each slice lay
2 thin slices bacon and place under gas flame until bacon is crisp.

Toasted Mushroom Sandwich

Melt
3 tablespoons butter, add
¼ cup flour and
¾ cup thin cream. Bring to the boiling point and add to
1¼ pounds chopped mushrooms, sautéd. Season with
Salt,
Pepper and
Paprika. Spread between thin slices of
Bread; put together in pairs, and cut in finger-shaped pieces. Sauté in
Butter until browned on one side, turn and brown on the other side.

Club Sandwich

On a
Slice of buttered toast place
Leaf of lettuce washed and dried, then lay
Thick slice of tomato on top and cover with
Mayonnaise dressing. Place another
Slice of buttered toast above the tomato and on it arrange sliced
Chicken covered with

Crisp bacon. Place a third
Slice of buttered toast over all, and garnish with large
Olives or
Sweet pickled cucumber rings and
Lettuce cups holding
Mayonnaise dressing.

Turkey, veal, tuna fish, kippered herring, hard cooked eggs or cold baked beans may be used instead of chicken. The middle slice of toast may be omitted.

Open Club Sandwich, Waldorf

In center of plate, place a paper cup holding celery, cut fine, mixed with Russian or mayonnaise dressing. Place 3 triangular pieces of toast radiating from center. On one piece place 2 slices tomato and a strip of crisp bacon. On another, lettuce leaves and sliced chicken, and on the third cooked sliced ham. Garnish between with 2 stuffed olives, 1 gherkin pickle with a croquette stab and 1 spiced prune.

How to Use a Cooked Chicken

Use sliced breast meat of chicken for club or sliced chicken sandwiches or chicken pies. Smaller pieces of chicken and dark meat may be used for chicken fricassee. Trimmings may be used for chicken à la King, scalloped chicken and potato, or hot chopped chicken sandwiches. White meat of chicken cut in dice is used for chicken salads.

French Toast Sandwiches

Cut
Bread in one-fourth inch slices, spread 1 slice with
Filling, cover with another slice, cut in four pieces, dip in a mixture of
½ cup milk
1 egg slightly beaten and
¼ teaspoon salt. Drain, place on hot buttered griddle and brown first on one side and then on the other.

French Marmalade Sandwich

Make French Toast Sandwiches with a filling of marmalade.

Hot Hamburg Sandwich

Make French Toast Sandwiches with a filling of meat prepared as follows:

1 pound chopped beef mixed with
1 cup thin cream
1 teaspoon salt
½ teaspoon pepper and
½ teaspoon onion juice. Serve with
Hot brown sauce or
Hot tomato sauce.

Hot Chicken Sandwich

Cut
Cooked chicken in small pieces, heat with
Chicken gravy, slightly thickened. Pour over a
Slice of bread, put second slice on top and pour plain
Chicken gravy over all.

Hot Roast Beef Sandwich

Put slices of
Cold roast beef (kept warm in small amount of gravy under hood of steam table) between
2 slices of bread. Pour
Beef gravy over all.

QUICK HOT BREADS

Baking Powder Biscuits are quickly made if you keep on hand flour ready mixed with baking powder and salt. Each day the shortening may be mixed with the amount of flour you are likely to use. As orders come in milk may be added and biscuits should be ready to serve in 20 minutes. Serve with butter and

Honey or
Maple syrup or
Marmalade or
Jam, preserve or conserve
Creamed chicken
Creamed oysters.

Baking Powder Biscuits may have one of the following mixtures spread on the dough and then be rolled up, cut off and baked:

Butter and brown sugar
Butter, sugar and cinnamon
Butter and marmalade
Butter, sugar, raisins and spice
Butter, maple sugar and nuts
Butter, sugar and orange juice and rind
Grated cheese.

Popovers, served with
Maple syrup
Honey or
Canned fruit—are a treat to many people.

WAFFLES AND GRIDDLE CAKES

Waffles are probably more popular than griddle cakes but the latter when light, hot and with crispy edges may well cause patrons to return for more.

Griddle Cakes with Maple Cream

Sift together
1½ cups flour
2 teaspoons baking powder
½ teaspoon salt
3 tablespoons sugar. Add
3 egg yolks beaten until thick and lemon colored,
½ cup milk and
2 tablespoons melted butter. Fold in
3 egg whites, beaten until stiff and dry. Cook in large cakes in hot greased frying pan. Between each two cakes put maple cream, spread with maple cream and serve at once cut pie shape.

Waffles with maple syrup or honey are the specialty of many tea rooms.

Waffles

Sift together
1¼ cups flour
½ teaspoon salt
1 teaspoon sugar
½ teaspoon soda, add slowly
1 cup sour milk or cream
¼ cup melted butter
3 egg yolks, well beaten, and fold in
3 egg whites beaten until dry. Cook on hot waffle iron. Serve with
Butter and
Honey or maple syrup.

SALADS

Tea rooms usually feature one or more salads on their menus. A tea room may specialize in a few particularly delicious salads or if the menu is changed daily a great number of salad combinations may be necessary. With after-

noon tea, fruit salads are most popular. For luncheon or supper salads, chicken, lobster, egg and potato may be served.

Keep salad plates or bowls near the ice. Do not serve salads on plates hot from the dish pan! Have enough china so such a thing will never be necessary.

Enough lettuce should be washed before your tea room opens to supply the number of patrons you expect to serve. Put it in a large colander, wire basket or tin pail, over it lay pieces of ice wrapped in cheesecloth and keep in refrigerator or salad pan. Have your dressings made and kept very cold. Prepare and cut up the fruit, nuts, celery, chicken and all the other ingredients you may need and put in a cool place. Make up each salad as it is ordered. Keep watercress, mint and parsley tightly covered in glass jars or tin pails, until required for garnishing.

Many times it is well to line a shallow bowl with lettuce and arrange the ingredients of the salad in individual piles, then cover with mayonnaise or with any other prepared dressing.

Small amounts of salad ingredients that are left over one day may be used for salad sandwiches the next day. Make every salad a picture so that it will appeal to the eye as well as the palate.

Lobster Salad

In a bowl lined with
Lettuce leaves make a pile each of pieces of
Lobster meat,
Tomato peeled and cut in eighths,
Celery cut in one-inch strips,
Shredded lettuce leaves. Make a mound of
Mayonnaise dressing in the center.

Chicken Salad

In a bowl lined with
Lettuce leaves make one pile each of
Chicken cut in dice,

Celery or cucumber cut in dice and
Hard cooked egg chopped. Serve with
Mayonnaise dressing.

Fruit Salad

On a bed of
Lettuce leaves make one pile each
Grapefruit sections cut in pieces,
Orange sections cut in pieces,
Pineapple cut in dice,
Celery cut in small pieces,
Nut meats cut in pieces or
Cheese balls rolled in chopped nuts. Place
Mayonnaise dressing in a lettuce cup in the center.

Other fruits that are in season may be used instead of those specified. Cooked meat, fish, eggs, vegetables, rice or macaroni, celery, cucumbers, fresh or canned fruit, nuts and cheese, alone or in combination can all be used for salads. Use your own ingenuity and you may secure some new and attractive salads. Maraschino cherries on fruit salads are popular, chopped pistachio nuts add character to many simple salads. The combinations suggested on page 115 may be used. A few more suggestions are given here:

Salad Combinations

Chicken with celery, hard cooked eggs, cabbage, cucumber, nuts, peas or tomatoes
Cooked lamb and green peas
Shrimps with cucumber
Salmon with cucumber and hard cooked egg
Tuna fish, celery and pickle
Cooked lima beans, onion, celery and pimiento
Cream cheese balls rolled in chopped parsley or
chopped nuts or
paprika
Cheese balls made of cheese mixed with
chopped nuts or
chopped pimiento or
chopped olives
Potato with hard cooked egg, pimiento, chives, cream dressing
Potato with hard cooked egg, grated carrot, pickle and chopped or shredded cabbage
Egg stuffed on slice of tomato on toast on lettuce
Cabbage and nuts

Tomatoes with cheese balls and cress
Tomato slices with cheese between
Tomato stuffed with pineapple and nuts
Vegetables in separate groups; peas, beet dice, carrot dice, potato dice, string beans, shredded cabbage, cauliflower, celery, cucumber
Apple, celery and cocoanut
Banana, rolled in peanuts with orange slices
Banana, raisins and chopped nuts
Orange sections, strawberries or cherries and cheese balls rolled in chopped nuts
Grapefruit, celery and green pepper
Grapefruit and orange sections, green or red pepper strips
Grapefruit and orange sections, with date strips, served star shape
Grapefruit, orange sections, pineapple, marshmallows and nuts
Grapefruit and orange sections, white grapes, cheese balls, with nuts
Pear, celery and maraschino cherry
Pineapple, celery and mint
Pineapple with celery, nuts, and maraschino cherries
Pineapple with slices of green pepper stuffed with cheese
Pineapple slice with half banana standing upright in center, maraschino cherry on top
Pineapple with grapefruit and maraschino cherries
Casaba melon sections with orange or grapefruit
Watermelon balls and cheese
Alligator pear alone or in combination with acid fruits

The following are excellent new tea room salads:

Orange and Banana Salad

Cut slices of a navel orange ¼ of an inch thick and in the hole in the center insert a small strip (3 inches long, ¼ inch thick) of banana which has been rolled in chopped salted peanuts.

Horseshoe Salad

Peel an alligator pear and slice through center lengthwise, remove stone, take a slice ¼ inch thick. Fill hollow with orange sections. Garnish cut surface of pear with squares of truffle or cloves to represent nails in a horseshoe.

Butterfly Salad

Take 2 sections of grapefruit or 1 slice of pineapple, cut in half and put together in such a way as to represent the wings of a butterfly. Make a body of cream cheese or a piece of asparagus and place it between the wings. Garnish the body with markings of truffle, also the wings with spots made of truffle. Use chives or watercress stems for feelers at the head of the body.

Truffles are a species of mushroom and are very black. They come in eighth, quarter and half tins and cost $.55, $1.00 and $1.85 each.

HOT DISHES

Most tea rooms specialize in one or more hot dishes making it possible for patrons to secure a real meal at odd hours. A "Rabbit Den" in which Welsh Rarebits were the chief attraction proved popular in one town. Chicken fried or chicken á la King have made the reputation of some tea rooms as have broiled live lobster or fresh crab meat Newburg, or planked white fish. Tea rooms that serve lunches and suppers may have one or more different hot dishes on the menu each day. The following dishes are taken from a variety of menu cards:

Broiled chicken with waffles
Baked beans in individual pots
Corned beef hash (with poached egg)
Chicken croquettes with peas
Halibut croquettes
Fish cake with poached egg
Fried ham and eggs
Fillet of sole with tomato sauce
Omelette aux fines et herbes
Stuffed green peppers, sauce epicure
Chicken pie with potato crust
Rice croquettes with cheese sauce
Chicken and ham pie
Chicken pie with macaroni
Hot potato salad and bacon
Chicken liver sauté with bacon and creamed potatoes
Fresh shrimp patty
Boiled salmon, egg sauce, new potatoes, green peas
Broiled lamb chops, currant jelly, creamed potato, scalloped egg plant
Chops with lettuce salad
Shattuck halibut, cabbage salad, parsley potatoes
Fried oysters with bacon
Fresh spinach and poached eggs on toast
Chili con carne with rice
Creamed chopped beef on toast
Fried chicken, Maryland style, corn fritters, and glacé sweet potatoes
Veal cutlet, scalloped tomatoes, baked potato
Small steak, creamed cauliflower, French fried potatoes
Lamb chop, string beans, mashed potatoes
Egg croquettes, tomato sauce
Stuffed eggs on toast à la King
Oyster pie
French omelets

Broiled oysters wrapped in bacon on toast with brown sauce
Purée of tomato
Beef bouillon
Cream of celery soup
Cream of cauliflower soup
Chicken soup with barley
Purée of split peas
Scotch barley broth
Bean chowder
Cream of corn soup

Creamed Dishes

White sauce is quickly and easily made. It may be seasoned with celery salt, onion juice, chopped peppers, lemon juice, parsley or table sauce. Egg yolk may be added to the sauce, if desired. It may be served with

Slices of toast
Cheese, eggs and seasonings
Cold cooked potatoes, diced, and grated cheese
Shrimps and peas
Shrimps and cooked rice and chili sauce for flavor
Oysters and celery
Salmon and celery
Chicken strips or cubes
Chicken and potato cubes
Chicken and mushrooms
Chicken and celery
Chicken and ripe olives
Chicken, mushrooms and pimiento strips
Chicken and pimiento strips
Chicken, pimiento strips and cooked macaroni or spaghetti
Chicken and green pepper strips
Chicken and oysters
Chicken and ham dice
Sweetbreads diced and mushrooms
Fresh honeycomb tripe and small boiled onions
Lobster dice
Flaked cooked fish and hard cooked eggs
Sardines flaked and hard cooked eggs
Asparagus tips and hard cooked eggs
Chicken and hard cooked eggs
Cooked rice, curry and hard cooked eggs
Shell fish with cooked rice and curry
Crab meat and red or green pepper
Shad roe and celery
Cooked sweet potato cubes
Roast fresh pork
Cooked veal

Any of these dishes may be served from individual chafing dishes or casseroles, on toast or in patty cases. With simple creamed things, a relish will be appreciated as spiced figs with creamed chicken, watermelon pickle with creamed fresh pork, sliced tomatoes with cheese dishes, chutney with curried dishes.

Cheese may be served as

Welsh rarebit
English monkey
Cheese toast
Cheese and tomato rarebit
Cheese and scrambled eggs
Cheese dreams
Cheese sandwiches.

CAKES

The most popular cakes in most tea rooms are those with soft fluffy frostings, such as

Dark chocolate cake with marshmallow filling and white frosting with bitter chocolate on top

White cake with chocolate frosting

Yellow cake with chocolate frosting, and filling containing nuts and candied fruit

Very thin cookies, macaroons, sponge cake and angel food cake also have their appeal.

Any of the cakes and frostings noted in lesson IV may be used. Select your specialties perhaps from pages 94 to 112 and maintain your standard without fail. Never serve cake that is more than two days old.

Use for Stale Cakes

Cakes may be sold at cost at the end of the second day, or stale cake, crumbs and ends of cake that result from cutting cake in fancy shapes, may be used for pudding; or, rubbed through a coarse sieve or when dry, forced through

the food chopper, the crumbs may be substituted for half the flour in hermits, spice cakes and Boston brown bread.

PASTRY

French pastries on pages 46 and 47 are very popular in some tea rooms. Summer tea rooms had better not attempt to make puff paste as it is difficult to handle in hot weather.

ICE CREAM DISHES

Ice cream, served in different ways and with different sauces, may be made or purchased. Buy it, the best quality you can secure, if your facilities for making it are not first class. Sherbets and water ices are more popular than poor ice cream. Most people like sauces of some kind with ice cream. A Thermos bottle may be used to keep chocolate, butterscotch, and similar sauces, hot. Ice cream sandwiches or shortcakes are popular.

Ice Cream Shortcake with Butterscotch Sauce

Place a slice of white cake on the serving dish, cover with a slice of ice cream, with another slice of cake, pour butterscotch sauce (page 168) over all and sprinkle with chopped nuts or whole pecans.

Ice Cream Shortcake with Fresh Strawberries

Use strawberry ice cream between two slices of white or angel cake and cover with fresh strawberries crushed and sweetened.

Ice Cream Shortcake with Fudge Sauce

Use chocolate ice cream between two slices cake and cover with fudge sauce.

Other popular ices are:

Chocolate Peppermint Sundae

Chocolate ice cream served with marshmallow sauce, flavored slightly with oil of peppermint.

Fudge Marshmallow Sundae

Ice cream covered with marshmallow sauce and then with fudge sauce.

Luxury Eclairs

Eclairs filled with ice cream and with hot fudge sauce or fresh strawberry sauce poured over.

Meringue Glacé

Two meringues with center removed, ice cream between and a few crushed strawberries, or maraschino cherries, over the ice cream.

MENUS

For luncheon, dinner, and party menus for a tea room many suggestions will be found in preceding lessons and it does not seem necessary to discuss them here. Prices must be carefully made and the dishes selected as specialties must be so standardized that they will always taste the same whether the patrons come in every week or do not return for several months.

Here is the advertisement of a tea room with specialties:

"THE OLD SHIP"
35 Newberry Street
LUNCHEON TEA
Hawaiian Chicken Curry, Wednesday and Saturday
Delicious Popovers every day

Other specialties which are popular:

Waffles
Chicken Dinners (Broilers)
Roast Duck Dinners
Southern Fried Chicken and Waffles
Broiled Live Lobster
Orange Layer Cakes

Before and after opening your own place, or acting as manager for some one else, visit as many successful tea rooms as you can. Notice the dishes that are most frequently called for. Note the points that could be improved and then work hard in your own place and success should attend you.

REFERENCE BOOKS

Standard Cook Books
Tea Rooms—Albert Pick & Co., Chicago.
The Lunch Room as a Money Maker—Patterson Pub. Co., $2.00.
Woman's Home Companion, Jan., 1921—Crowell Publishing Co.
Tea Room Recipes, by Richards and Treat, $2.00.
Tea Room Booklet, Woman's Home Companion, $.50.
Restaurant and Tea Room Journal, $1.50 per year
Journal of Home Economics, April, 1920—Baltimore, Md.
Hotel Monthly Magazine—Chicago, Ill.
American Cookery Magazine—Boston, Mass.

COOKING FOR PROFIT
XII

CAFETERIA INTERIOR SHOWING ATTRACTIVE TABLES AND CHAIRS

COOKING FOR PROFIT

PART XII

CAFETERIA AND LUNCH ROOM MANAGEMENT

By

Marion E. Hopkins

Field Secretary for Cafeterias National Y. W. C. A.

EQUIPMENT, ARRANGEMENT AND COST; HOW TO USE AND CARE FOR STEAM TABLE AND COFFEE URNS; HELP REQUIRED; DUTIES OF HELP; STORE ROOM MANAGEMENT; INCOME NECESSARY FOR PROFIT; TYPICAL MENUS.

THE small cafeteria is beginning to vie with the tea room in popularity as a channel through which a clever woman may turn her culinary ability into profit. Such cafeterias may be found in many small cities where the average restaurant manager has not learned the art of supplying "home-cooked" food; they also exist in tucked away corners of large cities where the "something different" which they supply brings them their necessary quota of patronage. The reasons which have been given for the popularity of cafeteria service are:

The saving of money to the customer since the reduced cost of operating expenses makes possible the charging of moderate prices and also an absence of tips.

The saving of time to the customer.

The stimulation of the appetite by the tempting display of dishes.

Larger profits are possible to the cafeteria owner than to the tea room owner as a larger volume of business can be taken care of for the same overhead expense.

Counter service is a more specialized task than waitress service, therefore the training and oversight of employees is simpler in the cafeteria than in the tea room or lunch room. Waitresses usually must price the customer's check in lunch rooms, a responsibility which never falls to the counter server.

The careful selection of attractive furnishings and color schemes in the most modern cafeterias, adds to these points of advantage, a "tea-room atmosphere" which is an improvement over the bare and unattractive room which is usually associated with the name.

Considerable noise is frequently eliminated and the rather unsightly view of the passing "line" by erecting, a few feet in front of the counter, a well designed screen. In some few cafeterias the counter occupies a distinct room from the dining room but this is not often possible.

Arrangement and Equipment

Equipment firms will make, without charge, blue prints of recommended floor plans showing the location of all fixtures, but the cafeteria manager should, however, know the principles of operation which govern their location and have a sufficient knowledge of equipment to select that best suited to her purpose.

Albert Pick & Company, 208-224 West Randolph St., Chicago, issue many helpful booklets and catalogues. Book F 131, "School Cafeterias," gives many floor plans and photographs of cafeterias which are excellent.

Except in large cafeterias where expensive subveyor service is possible it is best to have dining room and kitchen on the same floor. The counter should be at the rear of the dining room to provide for the formation of a "line" during busy hours. There should be two points of access from

kitchen to dining room, one for the supply of food to the counter, one for the removal of soiled dishes from dining room. Care should be taken that the latter is at the opposite side of the room from that on which the customers approach the counter so that there is no possibility of the line of customers coming in contact with employees removing soiled dishes.

The Serving Counter

The counter is usually placed four feet in front of the partition wall between kitchen and dining room. A twelve or fifteen inch service shelf, counter height, is usually built on this wall, frequently with cupboards under. This leaves three feet of working space for employees between shelf and counter. When space is limited this may be shortened to thirty inches. An inset should be made in the service shelf directly behind the dessert and coffee counter for the placing of a small refrigerator to hold milk, cream, butter and other counter supplies which should be kept cold.

Standard counters are now built by all equipment firms. They are thirty inches wide, thirty-six inches high and are made with a sanitary base. They are built of wood, galvanized metal painted to match woodwork, vitrolite glass with nickel trimming, and enamel baked on metal. Tops may be of wood (heat and waterproof finish), monel metal or vitrolite glass. With a wood or glass top, metal protection under the coffee urn must be supplied.

Locally Built Counters

It is possible to have a local carpenter build a counter, if measurements are carefully made for the insets of salad pan, steam table, coffee urn stand and ice cream cabinet. Wood panelling should be used in preference to sheathing as the

many joints of the latter offer a harbor for vermin. Because of the frequent warping of a wood facing in front of a steam table this section of facing is frequently omitted and the steam table front is set flush with the counter front. The steam table front may then be finished in Russia iron with nickel trimmings or, if of galvanized iron, may be painted to match woodwork.

A double or triple bar nickel tray rail supported on nickel brackets should extend the length of the counter. This is one of the expensive fittings which is well worth its cost. One shelf for dish storage should extend under the counter.

Twenty feet may be considered a minimum length for the counter. A division which may increase proportionately with the length of the counter is

Three feet for salad pan
Two feet for bread and butter counter
Six feet for steam table
Three feet for dessert counter
Two feet for coffee urn space
Two feet for ice cream cabinet
Two feet for checker's desk.

Usually a tray and silver stand is provided before the customer reaches the counter. If it is necessary to use counter space for this purpose an additional three feet must be allowed and an allowance of two feet extra must be made if the checker is to serve also as cashier.

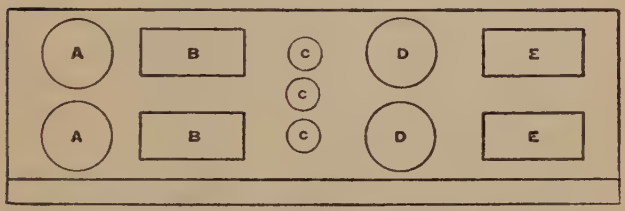
A glass display shelf twelve inches wide and set twelve inches above the counter usually extends over salad and bread counter and also over dessert counter.

The Salad Pan

An insulated salad pan (costing $70 to $160) is considered today as essential in a cafeteria as a steam table if cold

foods are to be served cold as well as hot foods hot. The steam table follows the salad pan in the counter for several reasons.

1. By placing as late as possible in the counter there is the assurance that the hot foods will reach the table in as palatable a condition as possible.
2. Congestion in the line is avoided, for when the steam table comes first in order all customers stop at that point; with the salad counter first many stop at that point but others go on at once to the steam table.



PLAN OF STEAM TABLE

A, Vegetable or Soup Inserts; B, Meat Pans; C, Gravy Inserts; D, Vegetable Inserts; E, Meat Pans

3. The average customer selects the first attractive dish to meet his eye, therefore an early display encourages the purchase of healthful foods and at the same time brings a maximum profit to the cafeteria owner.

(I stress the first reason as strongly as the second.)

Usually bowls of lettuce and salad mixtures are placed in the salad pan and individual portions, served almost to order, are placed on the glass display itself.

The Steam Table

The steam table should be built with a dish warmer and is in most cases fitted with gas connections. In large cafeterias and in those placed in institutional buildings or factories,

steam is frequently used for heating. The tops are made of monel metal, German silver, white enamel on iron (named in the order of their preference). Copper is seldom used for this purpose today because of the difficulty of cleansing. Monel metal is strong, cleans easily and gives many years of wear. Nickel-plated copper is undesirable because with constant polishing the nickel wears off. White enamel meat pans and Hall china vegetable and gravy insets prove satisfactory. Retinned "copper pans" are in constant need of retinning and do not clean well. Aluminum discolors. Monel metal pans are sometimes used but are difficult to secure. The following plan is suggested for a small steam table:

2 large vegetable insets (one for soup)
2 half size meat pans
3 round gravy insets
2 large vegetable insets
2 half size meat pans.

A six inch carving board is on one side only. Entrée pans may replace the second set of vegetable pans as they display vegetables equally as well as meats. Macaroni and cheese and similar dishes are cooked in the pan in which they are displayed. For this reason it is well to order with the steam table twelve or more extra meat pans. For small cafeterias, it is well to order also several extra vegetable insets. The small pan assures a constant fresh display of foods and is also economical of space. Larger cafeterias use a majority of small pans but also, for popular dishes, some of the full sized ones.

The Coffee Urn

A six gallon combination coffee urn with large water jacket is recommended for this size counter. If this cannot be secured, an eight gallon hot water urn and a six gallon

coffee urn should be provided. These may be set directly behind the counter or at right angles to it rather than upon it.

The ice cream cabinet is sometimes provided without charge by the firm supplying the ice cream. When this is the case it should be well fitted into the counter.

The health laws of some cities and states require glass protection of all foods displayed for sale. Special construction can be recommended by local glass dealers when this is true.

The Traffic Rail

A traffic rail to guide customers to checker is placed about three feet from the counter. This may be of pipe iron painted or of the more expensive cord and pedestal variety.

The Water Cooler

A water cooler with trays of glasses on shelves adjoining should be centrally located in the dining room. The type is best in which city water passes through coils in an ice chamber and does not come in contact with the ice.

Plumbing

In addition to kitchen plumbing water should be piped to water cooler, steam table and coffee urn, gas piped to steam table and coffee urn, drainage provided for water cooler, salad pan, steam table, coffee urn and ice cream cabinet.

Care of Steam Table and Coffee Urn

It is surprising how frequently the proper care is not taken of these two expensive pieces of equipment. The water pan of the steam table should be drained and thoroughly cleaned each day after the evening meal and left dry until time for its next use. A failure to do this causes the accumulation of rust in the bottom of the pan which in

time causes holes in the metal. The smell of combined grease and rust in an uncleaned steam table water pan is unmistakable. It speaks of slovenly habits which mean poor business management. Coffee should never be left standing in an urn after a meal. It leaves a sediment in the jar which spoils the flavor of future coffee. The coffee should be drawn off and the jar washed after each use, with warm water with an occasional addition of soda. Poor coffee is more frequently caused by unclean jars than any other one thing. A fresh coffee bag should be used each week. It should be washed after use in cold water and hung to dry.

Kitchen, dish washing space, store rooms, employees' dressing rooms, and manager's office do not differ from those of tea rooms or small restaurants of similar size.

Kitchen Equipment

A two section gas range with large ovens is sufficient for baking as well as other cooking for an attendance of less than two hundred and fifty. For more than this a pastry oven should be added. There should be a cook's table with a pot rack over it, bakers' table with metal bins, bread cutting table accessible to bread supply, salad preparation table accessible to sink and refrigerator. A standard large refrigerator should be provided as well as a small one behind the counter.

Three sinks are a minimum for dishwashing, pot washing, salad and vegetable preparation; the latter should be used for tray and glass washing during meal hours. They should be made of galvanized iron with metal drain boards. The one for dishes should be double with long galvanized tables adjoining for soiled and clean dishes.

Labor Saving Machinery

A Sterling Bread Slicer No. 50 and an Adjustable Butter

Cutter, priced from $1.85 to $55.00 are necessary items. A dishwashing machine, vegetable peeler and electric mixer may all be wisely added for numbers over 250.

Store Room

A first shelf, barrel height, and others fifteen inches wide and fifteen inches apart have been found to hold two rows of No. 10 cans or three rows of No. 2 cans without waste of space. A small "day storage" space for the cook should be provided in the kitchen.

Trays, Silver, Glass

The following figures are based on a seating capacity of sixty:

90 Wearever Aluminum trays No. 348 (17¾"x11⅞")
8 doz. dessert spoons (soup)
10 doz. medium knives
10 doz. medium forks
15 doz. teaspoons
8 doz. soup bowls
10 doz. 7-inch plates
20 doz. 4-inch plates
10 doz. teacups
8 doz. saucers
20 doz. sauce dishes (vegetables, desserts)
8 doz. butter chips
20 doz. water tumblers
15 only salts, peppers, vinegar cruets
3 doz. individual teapots

A good grade of restaurant silver and hotel china with a rolled edge is recommended. Other glassware may be purchased for variety in counter display.

There are concerns in every large city which will quote prices on above equipment, and on everything for the kitchen as well.

Kitchen Utensils

These can best be selected by the manager. It is wise to leave a portion of this appropriation to be spent as needs arise. Aluminum ware proves economical in usage.

Furniture

Oblong tables are most economical of space, those thirty inches wide and forty-eight inches long prove most popular. Bentwood or rush bottom chairs are light and durable. Costumers are considered essential.

Menu

A menu board having white gummed letters on black cards is very satisfactory. It is well to have two of these boards, one placed where customers may study it before reaching the counter, and one back of the counter.

The small cafeteria need not offer a large variety of dishes daily but a variety from day to day. A cafeteria specializing on hot breads, fresh vegetables, moderately priced salads, and homemade desserts furnishes keen competition to the average "Meat and Potato Restaurant." One roast meat or fish, one made dish, as baked hash, stew, beef pie, one entrée, as baked beans, macaroni and cheese, Italian spaghetti, one starchy vegetable, and two green vegetables should suffice for the steam table. Salads will vary with the season; egg and fish salads as well as vegetable salads are popular sellers. Two kinds of pie, one cake, baked apple or fruit sauce and ice cream are sufficient desserts. Prices vary with localities. One hundred per cent over the cost of raw food is usually charged to provide for overhead expense and profit.

Employees

Employees are needed for several distinct types of service.

Cooking—Food production
Counter Service—Salesmanship
Checking, Cashiering, Bookkeeping—Clerical
Dining room work, dishwashing—Cleaning

A minimum number would be:

1 cook
1 helper
2 dishwashers and cleaners

1 salad maker and server
1 steam table server
1 dessert and coffee server
1 checker, cashier and bookeeper
2 dining room employees

A pastry cook would be the first addition. Some of these workers may be part time and the duties of some may overlap. Each community will determine the amount of wages to be paid. Fair wages, fair hours, and good working conditions are requisite for efficient loyal service.

Cost of Operating a Cafeteria

The first business problem is the amount of rent which can be afforded, a question dependent on possible average food checks and anticipated volume of business. Three to five per cent of gross receipts may be allowed for this item. A conservative estimate of receipts should be made to determine this. The second problem is the purchase of equipment. In consultation with equipment firms, lists should be made and estimates of cost secured and compared, before placing orders.

Business Equipment

Equipment for the transaction of business is as follows:

Standard Duplicate Order Book which is made with the hinge at the top. A carbon paper duplicates the order as it is written.

Bill and Invoice File—Invoices are lists sent accompanying goods. There are several types of files for this. The most popular is the Shannon file. It consists of a board on which is mounted a double arch. These arches are opened and the papers to be filed are perforated and slipped over the spindles. It may be hung on the wall, or in front of a drawer in cabinet.

Requisition Slips are much like order slips and should be also done in duplicate.

EMPLOYEES' RECORD CARD—Each may be registered in a book and filed on a card as follows:

Name....Jane Jones..... No. 61.....

Address....16 E. Kingston St., Mattapan.....

Date	Dept.	Employed as	Rate per Hour	Rate per Week
June 16, 1923.....	Kitchen.....	Cook's asst.....	.....	$12.00
Jan. 14, 1924.....	Pantry.....	Salad girl.....	.....	15.00
Nov. 1, 1925.....	Pantry.....	Pastry.....	.....	16.50
.....	.....	.....	.....	.....
.....	.....	.....	.....	.....

CASH BOOK

June	No. Guests	Cash Received	Cash Expended	Remarks
1	126	$93 16	$18 02	.....
2	203	146 03	42 28	.....
3	63	50 00	8 16	Very rainy
.....	.....	.....	.....	.....

INVENTORY BOOK AND STOCK RECORD

Date	Article	Amount	Purch. from	Desc	Unit Price	Total Cost
	National Cash Register	1	S. D. White 20 Bedford St. Boston	Type G	$68.50	$68.50
	Dinner Plate large 12 in.	10 doz.	Mitchell Woodbury Atlantic Ave. Boston	Syracuse Gold Band	$9.30 per doz.	$93.00

Checks should be issued from a check register (National Cash Register) the newest variety of which issues an itemized check with added total amount. The record of checks issued and their value in money should be compared with number of checks received and cash received by cashier after each meal.

STORE-ROOM MANAGEMENT

The store room should be in charge of one person only.

The buyer should give the store-room keeper, who also receives goods, a daily list of all purchases that they may be checked up accurately as they come in. Every purchase with Date, Rec'd from, Quantity, Unit of Cost, and Total Cost, should be entered on cards or in a record book, having a separate card or page for every kind of foodstuffs.

Requisitions giving a list of materials which will be required the following day should be made out daily and signed by the head of each department, as the head cook, salad maker, coffee woman, pastry cook, head waitress, head cleaner, etc. These should be given to the person in charge of the store room each evening. Goods from the store room should be issued each morning, from these written requisitions. These requisitions should later be totaled and entered each on its individual card. Cards may be made out as follows. Twice as much space should be allowed for foods delivered as foods received.

Stock and Issue Cards—It is well to have cards with the records of stock on hand and records of the issue of each article. One card serves both purposes using both sides. The "stock" side of the card may read thus:

Tomatoes

Month	Day	Quantity	Brand	Purch. from	Cost	Total
June	19	10 cases	Blue	S.S.P.	$7.50 case	$75.00
.....	.....	.....	.....	.....	.....	.....
.....	.....	.....	.....	.....	.....	.....

The "issue" side of the card should be kept in a card file in Stock Room and read thus:

Tomatoes

Month	Day	Amount disposed of	Total Cost	Amount on Hand
June	20	1 case 2 cases	$ 7.50 15.00	9 cases 7 cases
.....	.....	.....	.....	.....
.....	.....	.....	.....	.....

The "amount on hand" should tally with actual amount in the stock room. This should be checked once a month.

Columnar Record Book or Cards—This record may be kept in book or on monthly cards and filed. The number of guests may be tabulated as follows: "Luncheon," "Dinner," "Tea," "Special Parties."

Beginning of an Inventory

July 1, on hand:
Sugar, 50 pounds.
Flour, 1½ barrels.
Salt, 5 pounds.
Vinegar, ½ gallon.
Corn, 6 cans.
(Unit cost and total cost may be added.)

The Perpetual Inventory

The *balance* in the last column is a record of stock on hand daily. This is obtained by deducting food issued from previous balance (on hand). This is called keeping a Perpetual Inventory. The perpetual inventory makes it unnecessary to take a monthly inventory, although it may be wise to check up the supplies, actually on hand at the end of each month, with the supplies as recorded on the cards, if there seems to be any question about their agreeing. An inventory is necessary for taking off the monthly trial balance and determining profit and loss.

The cards are also of great assistance in making out daily, weekly, or monthly orders for foodstuffs. They are used for making the daily comparison of foodstuffs issued, with dishes sold as indicated on the checks. This comparison will show whether the foods are being sold to good advantage or not. Waste or theft in the kitchen or dining room can be quickly detected. For example; 1 lb. of coffee makes 50

cups. If 4 lbs. of coffee were issued, more than 150 cups should appear on the sales checks. Canned goods, fresh and dried fruits, sugar used in desserts and on the tables, can be easily checked up from these Perpetual Inventory cards.

The Par Stock System

Sometimes a "par stock" is maintained in the kitchen of large establishments, i. e., so many pounds of flour, meal, sugar, potatoes, butter, etc.; so many cans of fruit, packages of cereal, etc.; sufficient for a little more than one day. At the end of the day requisitions are made out on the stock room to bring the kitchen stock "up to par." This order shows exactly what materials have been used during the day, which with overhead, gives cost and compared to receipts, the daily profit.

The Record Book

The columnar record book should have headings of attendance, noon, night, etc., with similar headings for receipts and expenditures. Food, wages and salaries, rent, repairs, replacement and other expenses should all be listed. More expense headings may be used if desirable.

A daily overhead expense estimate may be determined by dividing monthly overhead expense of a past month by the number of operating days in a given month. The addition of this daily overhead estimate to actual expense for fresh supplies used and for store-room requisitions will give the total expense of operation for one day. This amount subtracted from receipts for the day will give daily profit or daily loss.

A good business manager ascertains and records this financial standing each day.

A fair percentage of monthly expenditure for commer-

cial cafeterias based on total income has been found to be

Food	55%	or 50%
Salaries and Wages	25%	25%
Rent	3%	or 5%
Repairs and Replacement	2%	2%
Other Expense	5%	5%
Profit	10%	or 13%
Total	100%	100%

Ten per cent of gross receipts seems to be universally considered a good profit. Other percentages will vary with localities. A good business will repay the original investment the first year.

Usually an attendance of two hundred and fifty daily with an average check of forty cents is considered necessary for a profitable business but some successes have been made with smaller numbers.

Lunch Rooms

A lunch room or restaurant differs from a cafeteria in that the patron orders from a menu card or displayed menu, and food is brought from steam table, coffee urns, salad and dessert counters by waiters or waitresses. Prices are usually a little higher than in a cafeteria, to pay for this service, which will average about 10 cents a person served. Some lunch rooms are open 24 hours a day—never closed.

The preparation of foods, and number of employees in the kitchen differs but slightly, if at all, from that of cafeterias. The arrangement of steam-table, salad tray, coffee urn and ice cream containers is similar except that they are all placed on the kitchen side of the partition which separates the kitchen from the dining room, with a shelf in front of them and an opening over them where the

waitresses can give and receive their orders. All the cold dishes as salads and desserts may be grouped together. Tray and traffic rails, of course, are not necessary. It is a convenient and attractive arrangement to have built-in screens in front of the kitchen partition and about three feet from it. On the kitchen side of this screen may be kept bread boxes on shelves at a convenient height filled with sliced bread in vertical piles, pans of iced butter cut for serving, and bread and butter plates. In this way one of the most frequently served foods is entirely eliminated from the kitchen service. The front of these screens may be fitted with large mirrors which give the impression of a larger dining room and more space. It is essential to have the window where the used dishes are left, at the extreme end of the room opposite from the serving tables. An electric dish washer is desirable where more than 150 people are fed daily.

Requisites for a successful lunch room are:

Location—Where there is much passing—from 3% to 15% of passersby should come in.

Appearance—White tiling, and nickel finish have a strong appeal.

Cleanliness—Apparent and genuine. In high-class restaurants every part of the kitchen and dining room, walls, floors, shelves, and equipment are cleaned and polished daily.

Fresh Air—Electric fans or other means of ventilation to keep the air fresh and free from odors.

Equipment and Furnishings—Arranged to give efficient and rapid service. Chairs may be filled four times an hour during the noon rush. The kitchen need not be large, but should have room for and a special place for everything needed. There should be sufficient help to keep it always in perfect order.

Management—Aiming to please and with constant oversight to detect leaks and improve conditions; familiarity with every smallest detail of the business; knowledge of markets and knowledge of human nature are desirable.

Courtesy—Necessary on the part of every employee toward patrons and toward one another.

Good Food—Of high quality with home-cooked flavor; carefully-tested recipes, followed accurately; dishes giving maximum food value and satisfaction for smallest expense.

RULES—For portioning all food—by weight (for meat) measure or thickness, according to the dish served.

MENUS—For plate dinners, vegetarian lunches and inexpensive meals, arranged with a knowledge of food values and dietetics and costs, so that patrons may be able to get what they should have at a reasonable price.

VEGETABLES—Properly cooked and well-seasoned; served with a poached egg they make a meal that is inexpensive and attractive to many people and oftentimes difficult to find.

READY-TO-EAT-DISHES—Essential in a lunch room that caters to business people who want to be served at about the same hour—from 12 to 2 or 5 to 7 o'clock.

For example:

Soups
Stews
Scalloped dishes
Casserole dishes
Vegetables
Sandwich fillings—which can be mixed beforehand to be made up to order
Salad materials—which can be prepared for serving and will keep without being "dressed," and so can be utilized the following day, if not sold
Gelatine, Cornstarch, or other Molded Desserts
Pies
Ice Cream

COFFEE—This must be beyond criticism.

The manager of a chain of restaurants states that 20% of their receipts come from coffee. For each one hundred dollars taken in is served:

Coffee	$20.00
Griddle products	16.50
Hot dishes ready to serve	13.00
Desserts	12.00
Egg dishes	9.50
Special dishes	5.70
Bread, etc.	5.40
Sandwiches	4.25
Oysters	3.50
Soups	2.75
Cereals	2.65
Hot dishes to order	2.35
Vegetables	1.50
Salads, cold dishes, misc.	.90
	$100.00

Cost of Recipes and Portions

The cost of every recipe used should be accurately worked out, and the cost of individual portions of each dish that is listed on your bill of fare should be known, in order that prices may be intelligently made. If lunches at 30c, 35c, 40c, 60c, etc., are served, the per capita overhead cost and the expected profit per person should first be subtracted from the proposed special lunch price. The cost of bread and butter and coffee may be taken out; the remainder may be used for the special dishes. For regular customers the cost may vary slightly from day to day.

Recipes for serving a large number of people are written by accurately increasing the amounts of each ingredient in a family recipe, as explained on pages 73, 74 and 75.

The checks received for food each day should be analyzed in order that the manager may know what kinds of foods are most popular, which pay the best, and which are losing money.

Dishes that must be sold at a loss should not often be put on a bill of fare. Those that are not profitable should be taken off. Low-priced nutritious attractive dishes should be featured. A daily comparison of food issued, and food sold should be made, to show you each day just where you stand—whether you are making or losing money. This can be known only by the most careful attention to details, the most accurate knowledge of costs and income.

The following menus have been used in a lunch room managed by a woman, where 1,500 people are fed daily:

April

Chicken Soup, Rice	$0.25
Escalloped Chicken and Macaroni	.30
Creamed Cod Fish, Potato	.30
Hot Corned Beef, Cabbage, Potato	.35
Baked Sausage, Potato	.35
Hashed Brown Potato, Bacon	.30
Tomato Rarebit	.25
Hashed Brown Potato, Turnip, Cabbage	.25
Rice Custard Pudding	.10
Chocolate Bread Pudding	.10
Caramel Nut Tapioca	.10
Pineapple Whip	.10
Charlotte Cream Pie	.15
Russian Sandwich	$0.15
Macaroni and Cheese	.10
Buttered Cabbage	.10
Mashed Turnip	.10
Creamed Carrots and Peas	.10
Bread served with vegetables .05 extra.	
Potato and Egg Salad	.25
Fruit Salad	.25
Cherry and Pineapple Shortcake	.15
Grape Fruit Cocktail	.10
Loganberry Jelly, Custard Sauce	.10
Vanilla and Strawberry Ice Cream	.05-10
Orange Cream Pie	.15

October

Oyster Stew	$0.30
Baked Haddock a la Rarebit	.30
Spiced Mackerel, Hashed Brown Potato	.30
Chicken Stew, Dumpling	.40
Hot Roast Lamb Sandwich	.35
Fried Liver, Bacon, Potato	.30
Baked Peas, Corn Cake	.25
Sweet Potato (Southern), Bacon	.30
Boiled Onions in Cream	.10
Stewed Corn and Lima Beans	.10
Bread served with vegetables .05 extra.	
Date, Cheese and Nut Salad	.30
Vegetable Salad	.30
Loganberry Shortcake	.15
Cocoanut Bread Pudding	$0.10
Apple Tapioca Pudding	.10
Chocolate Walnut Pudding	.10
Coffee, Spanish Cream	.10
Hermits or Cookies (2)	.05
Squash Pie	.15
Macaroni and Tomato	.10
Squash	.10
Mashed Turnip, Potato	.10
Cheese and Apple Jelly Sandwich	.20
Lady Baltimore Cake	.10
Bananas and Cream	.10
Prune Sauce, Whipped Cream	.10
Frozen Pudding	.05 & .10
Vanilla Ice Cream	.05 & .10

Preparation for Management

Training in home economics is the best fundamental preparation for cafeteria or lunch room management. This should if possible be followed by one year's experience as an employee in some well run cafeteria.

The woman without complete technical training, but with a good knowledge of food and cookery and some experience

in catering to the public taste should spend at least three months as a worker in a well-run establishment and become familiar with equipment and methods of operation before opening a place of her own. To one who understands the business, the machinery of operation is simple. The cafeteria is a democratic method of public feeding. Excellent food, courteous service, absolute cleanliness of surroundings together with attractiveness are sign posts of success. Above all the home-cooked "come again" flavor of the food served must be maintained.

In Conclusion

Food service outside the home is one of our country's largest and most essential industries. It is estimated that over ten million people eat daily in lunch rooms, cafeterias and restaurants. Many millions of dollars are invested in these enterprises and the business has been highly developed. Apparently the demand is supplied, but there are hundreds and thousands of eating places where the food served is bad, very bad. There remains a wide field for expert cooking and service—food with the home flavor will find demand and, with good management, the business will give handsome profits.

Beginning with the sale of home-cooked food, specialties and home-made candy, through catering in all its many branches, to guest house, tea room, cafeteria and lunch room management, there is a splendid opportunity for professional food service—*Cooking for Profit.*

The hope of the author that these lessons might serve as a sure guide, as well as give courage and inspiration to many women to push ahead into creative, profitable work has been more than fulfilled. In this complete revision of the lessons, more detailed directions have been given and much new material and many new recipes have been added.

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Equipment for Cafeterias, Lunch Rooms, Restaurants and Dining Rooms (illustrated). Published by Albert Pick & Co., Chicago

The Lunch Room, by Paul Richards, $2.50

The Lunch Room as a Moneymaker, by C. A. Patterson, $2.00

Institution Recipes, by Emma Smedley, $3.00

Recipes and Menus for Fifty, by Frances L. Smith, $2.00

Tea Room Recipes, Richards & Treat, $2.00

Paul Richards' Pastry Book, $2.50

Hotel St. Francis Cook Book, by Victor Hirtzler, $5.00

Selection of Dishes and a Chef's Reminder, by Charles Fellows, $1.25

A Culinary Handbook, by Charles Fellows, $2.50

The Hotel Butcher, Garde Manger and Carver, by Frank Rivers, $2.50

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Cafeteria Standards and Methods of Obtaining Them, by Treat and Richards, Bulletin 44, Extension Division, University of Minnesota, St. Paul

Present Day Cafeterias, by Gilbert Cowan, in Hotel Monthly, Sept., 1919

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Any of the above books and all others listed in these lessons may be ordered of the Am. School of Home Economics, Chicago

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Cafeteria Management, Chicago, Ill., $3.00 per year

School and College Cafeteria, Chicago, Ill., $2.00 per year

The Journal of Home Economics, Baltimore, Md., $2.50 a year

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